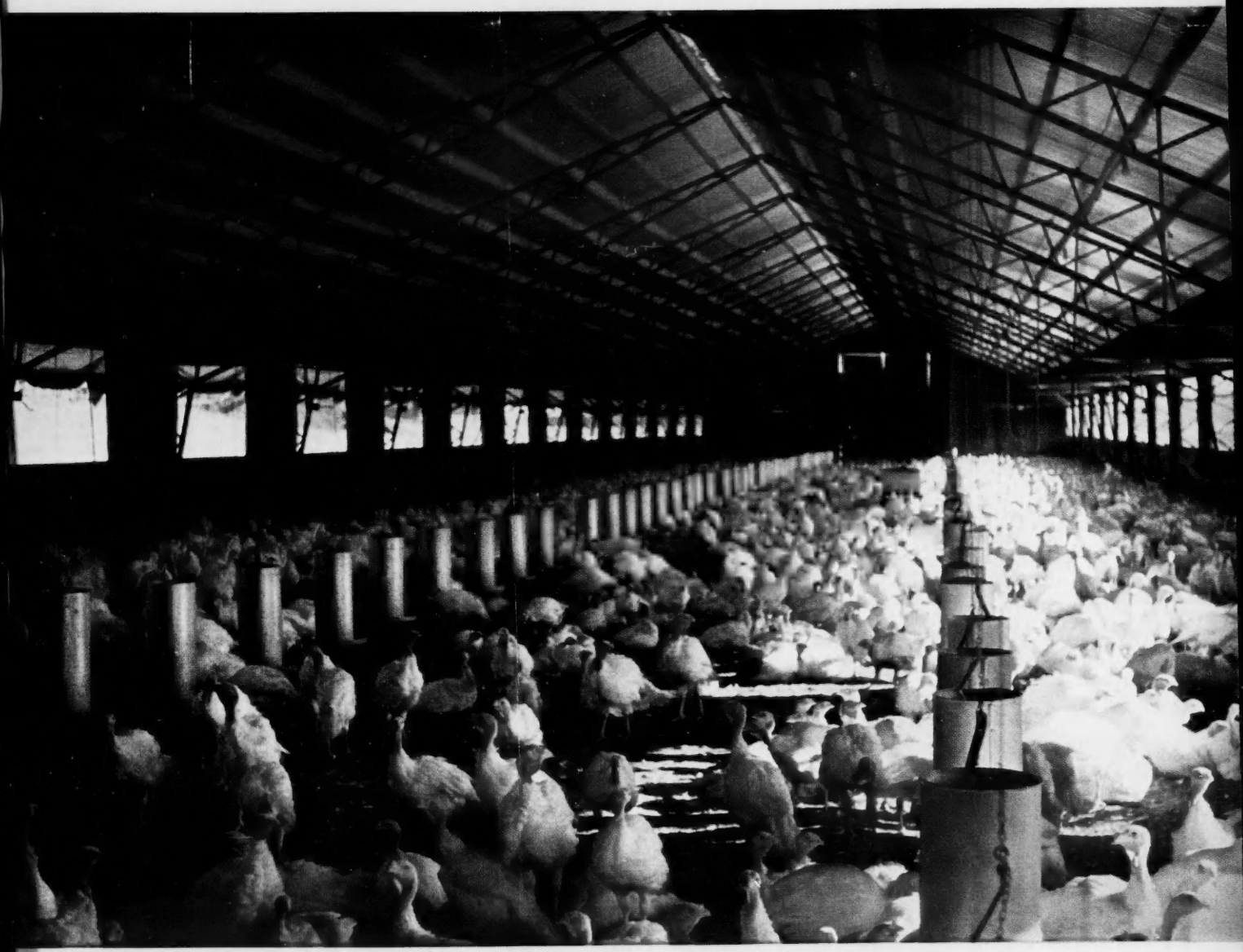
Trade and Industry

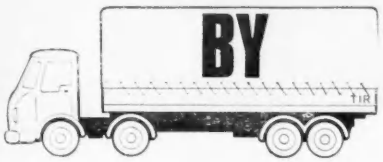
INCORPORATING THE BOARD OF TRADE JOURNAL

Volume 1, No. 10 Published by Her Majesty's Stationery Office 23 December 1970



Price 2s 0d [10p] net

GENTRANSCO ?



!

Seasonal Greetings

TO EVERY CLIENT

From the Combined Staff of:-

GENTRANSCO SERVICES LTD

P O BOX 166, CENTRAL HOUSE
STRATFORD LONDON E.15
Telephone: 01-534 6655 Telex: 897153/4

and those at:--

GENTRANSCO No 5
LONDON INTERNATIONAL FREIGHT TERMINAL

not forgetting . . .

ATHERSTONE, BRADFORD, BRISTOL, CARDIFF, HULL, LIVERPOOL and MANCHESTER

This is the East...

Economic development is bringing higher living standards to this Hong Kong girl making transistor radios and to the peoples of Asia. Demand for an ever increasing range of goods is steadily rising. The banking and information services of The Chartered Bank, its subsidiaries and associates, can open the way to participation in these expanding markets. These services are available throughout our branch network extending from Europe across the Middle East and Asia to the United States.

The Chartered Bank

Head Office: 38 Bishopsgate, London, E.C.2.

A MEMBER OF STANDARD AND CHARTERED BANKING GROUP LIMITED

Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL

VOLUME 1, NO. 10, PAGES 517-568, DECEMBER 23, 1970.
PRICE 2*s.* 0*d.* (10p). NET SUBSCRIPTION INCLUDING POSTAGE £6 18*s.* 6*d.*

Editorial Address: **Room 437, Department of Trade and Industry, 1 Victoria Street, London, S.W.1. 01-222 7877.**

Index to Statistics 518
Subscriptions, Advertisements, Reprints 518
Some legislative and regulatory aspects of United States marketing 521
Local Employment Acts Financial Advisory Committee 522
Revocation of Advertising and Display Lighting Order 522
Effectiveness of investment incentives 523
Industrial development certificates: exemption limits 523
Progress report on the Common Market negotiations 524
EEC—proposals for UK participation in financial arrangements 525
Mr. Michael Noble visits Edinburgh 525
Iron and Steel Consumers' Council 525
More advance factories for the North 526
Transfer of air routes 526
Go ahead for ore terminal and general user port at Hunterston Portencross 526
Contract placed for prototype battery electric buses 526
A Survey of Mergers – 1958-1968 526
Anti-dumping application on lactic acid 527
Anti-dumping duty on doll's eyes 527
Applications for temporary exemption from import duty 527
Abolition of stamp duty on cheques, etc. 527
Visits by British Overseas Commercial Representatives 528
Patents endorsed 'Licences of Right' 528
Treasury Broadsheet on the national income 528
Parliamentary Answers 530
Parliamentary Answers on aviation and shipping 532
New Books 533
Government Sales 534

STATISTICS
The economy: Selected indicators 535
Industrial production for October 536
General assessment of economic situation 537
United Kingdom trade in November 538
United Kingdom balance of payments in the third quarter 543
Wholesale price index numbers 544
Retail sales in Northern Ireland 548
New companies registered in Northern Ireland 548
Steel consumption and stocks during the third quarter 549
Release of economic statistics to be published in January, 1971 550
Registrations of British and foreign films 550
National Food Survey – household food consumption in the third quarter 551
Business Monitor 552
Index of Industrial Production for Wales 552
Deliveries and orders in the engineering industries 553
Hosiery and knitted goods: index of production 553
ECGD accounts for the financial years 1969-70 554
Shipping movement at United Kingdom ports 555
'Board of Trade Journal' index: correction 558

EXHIBITIONS AND FAIRS
Six British firms participate in Physicians' Days, Helsinki 559
Mr. Noble to open Hardware Trades Fair 559
New look for Britain's largest toy fair 559
Biggest ever export drive by business equipment industry 559
Stationery industry on display at STATINDEX 560
Export market for foundry equipment manufacturers 560
British Pavilion for Tel Aviv International Trade Fair (Technology '71) 560

OVERSEAS TRADE AND EXPORTS

TRADE AND FINANCIAL ARRANGEMENTS
United Kingdom to developing countries – Gibralta, France, Germany and United Kingdom agree package sizes for solid foodstuffs, Costa Rica and USSR, Czechoslovakia and USSR, Iran and USSR 561

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Australia: Simplification of the Australian customs tariff 567
Belgium: Price control legislation 564
European Communities: Imports from non-member countries, Rules of competition, Common fisheries policy 563
Finland: Restrictions on the use of import credits 565
Greece: Import of live cattle (permitted) 564
Irish Republic: Imposition of duties, Import quota, Declarations to be given by importers 563
Israel: Order concerning boot polish 565
Malawi: Customs tariff amendments 565
Netherlands Antilles: Customs tariff 568
New Zealand: Emergency Protection Authority report 567
St. Lucia: Customs tariff exemptions 567
South Africa, Republic of: Customs tariff charge 566
Spain: Duty-free import quota: coking coal 564
Thailand: Import licence, Business tax on animals for breeding, Customs tariff 566
United States: Motor vehicle safety standards, Fair packaging and labelling Act – cellulose sponges 568
Yemen, People's Democratic Republic of: Customs tariff changes 565
Zambia: Customs tariff changes 566

Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

Member firms of the British Turkey Federation are major exporters of turkey breeding stock. Outstanding achievement of British United Turkeys Ltd. this year was the export of stock to the United States – a reversal of the normal pattern of this trade. Bernard Matthews Ltd., exporters of day-olds and grandparent stock to Europe for a number of years, this year won the silver cup awarded in Hungary for outstanding breeding stock supplied over the last three years. Ross (part of the Imperial Tobacco Group) are following up success with the Ross I Broiler by introducing the Ross Midi, for which parent stock has been ordered by France, Belgium, Sweden, Holland, Italy, Austria and Spain. British-bred turkeys will be eaten in large numbers in the Soviet Union in 1972. They will be the offspring of turkeys bred by River Rest Ltd., who earlier this year supplied Russia's first-ever purchase of British turkey breeding stock. The cover picture shows turkeys in one of British United Turkey's pole barns.

LATE ANNOUNCEMENT

Promoting competition in industry

A STATEMENT about the 'measures which the Government are taking to strengthen the machinery for promoting competition in industry and for providing safeguards against the abuse of market power' was made by Mr. John Davies, Secretary of State for Trade and Industry, in the House of Commons on December 17.

Mr. Davies said, 'We shall in due course introduce legislation to re-shape the Monopolies Commission, to widen its scope and powers, and to make it more effective. Meanwhile, within the scope of the existing legislation, we shall make important changes of practice which will foreshadow the legislative proposals we shall eventually bring forward, and set the Monopolies Commission on a course enabling a smooth transition to be made to the new Commission which will replace it.

'In the transitional period we shall increase and strengthen the staff of the Commission, and appoint additional full time members as necessary.

'The Commission will be encouraged to become the expert and authoritative source of information to the Government on situations of imperfect competition, and I shall be ready to consider proposals from them of possible subjects for formal enquiry. The power to make references will remain with me, but I shall have no objection to the Commission making their proposals public if they so wish.

'To enable shorter inquiries to be undertaken in appropriate cases the Commission will be asked so far as is possible within the existing legislation, to direct its attention to specific issues as an alternative to the traditional wide-ranging monopoly inquiry. For example, the Commission may be asked to investigate a particular practice by a company or industry, or to report on prices in a monopolistic situation.I hope, too, that these limited inquiries will permit simpler procedures to be adopted.

'I shall make further references as necessary. I shall continue to use the power to refer proposed mergers to the Commission if I consider that competition in the relevant market would be restricted to a damaging degree as a result of the merger. I shall also hope from time-to-time to issue guidance on the principles being followed in making references to the Commission.

'The Commission has in the past been used to inquire only into the activities of private industry. In future, I shall be ready to make use of the power in Section 2(2) of the Monopolies and Restrictive Practices Act, 1948 to ask the Monopolies Commission to give the Government information and assistance on questions arising out of the operations of publicly owned enterprises which are in a monopoly position. But I shall bear in mind the need to avoid burdening those industries with a wholly unreasonable succession of investigations as has happened in the past.

'These measures will start to strengthen the authority of the Commission at once, and to make it a more effective body for promoting competition throughout the economy. But the Commission cannot be fully effective in the new directions I have outlined without legislative changes. In preparing such legislation we shall aim in particular to provide for a reconstituted Commission; for appropriate new powers to collect information and to propose inquiries; and for its powers of formal inquiry to be extended to cover public monopolies such as nationalized industries and other statutory trading bodies which are in a monopoly position.

'The Government are also reviewing the restrictive trade practices legislation with a view to extending its scope and making it more effective. In particular, we shall be considering the case for bringing services within the legislation, for making registrable certain anti-competitive practices by single firms, and for making certain types of restrictive agreement illegal.

'I should like to emphasize that in the preparation of legislation I shall want to consult fully with representative bodies in the light of experience of the teps outlined above.'

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	*Last Published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	18 Nov. 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	30 Sept. 1970
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	16 Dec. 1970
UK balance of payments (Q)	This Week
Bankruptcy orders (Q)	28 Oct. 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	16 Dec. 1970
Industry's investment intentions (3 times a year)	14 Oct. 1970
Catering trades turnover (M)	16 Dec. 1970
Chemicals industry (Q)	11 Nov. 1970
Companies:	
Acquisitions and mergers (Q)	2 Dec. 1970
New companies registered:	
Gt. Britain (M)	16 Dec. 1970
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	7 Oct. 1970
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	9 Dec. 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	2 Dec. 1970
Electronics capital equipment deliveries, research and development (Q)	28 Oct. 1970
Engineering and electrical goods:	
Production, exports and orders (M)	This week
Film industry:	
British Film Fund Agency returns (M)	14 Oct. 1970
Cinema admissions and takings (M)	16 Dec. 1970
Overseas payments and earnings (A)	22 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	5 Aug. 1970
Household consumption (Q)	This week
Footwear industry orders and deliveries (M)	25 Nov. 1970
Foreign trade:	
EFTA trade (Q)	9 Dec. 1970
Industrial countries trade and production (Q)	4 Nov. 1970
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	9 Dec. 1970
Value of overseas trade (M)	This week
Value of overseas trade: analysis of trends (Q)	4 Nov. 1970
Gold and convertible currency reserves (M)	9 Dec. 1970
Hairdressing trades turnover (M)	16 Dec. 1970
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Nov. 1970
Business (M)	9 Dec. 1970
Industrial building (Q)	28 Oct. 1970
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	25 Nov. 1970
Insurance companies assets (A)	19 Aug. 1970
Investment:	
Book value of overseas direct investments (every 3 years)	23 Sept. 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	16 Dec. 1970
Machine tools deliveries and orders (Q)	16 Dec. 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	18 Nov. 1970
Deliveries (Q)	18 Nov. 1970
Production (M)	9 Dec. 1970
Volume of production (M)	9 Dec. 1970
Motor industry:	
Car and commercial vehicle production (M)	2 Dec. 1970
Motor trades turnover (M)	16 Dec. 1970
Office development permits (Q)	19 Aug. 1970
Partnerships registered (A)	8 April 1970
Pension funds: assets (A)	19 Aug. 1970
Retail prices index (M)	2 Dec. 1970
Retail trades:	
Index nos. (M)	9 Dec. 1970
N. Ireland index (M)	This week
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	This week
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	12 Aug. 1970
Industry's stocks (Q)	16 Dec. 1970
Retail (M)	16 Dec. 1970
Television:	
Overseas payments and earnings (A)	22 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	23 Sept. 1970
Cotton production (M)	25 Nov. 1970
Hosiery production (M)	This week
Wholesale houses sales (M)	16 Dec. 1970
Wool exports (Q)	25 Nov. 1970
Wool output (M)	25 Nov. 1970
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	16 Dec. 1970
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1970
Index nos. (M)	This week

SUBSCRIPTIONS

ADVERTISEMENTS

REPRINTS

TRADE and INDUSTRY (*incorporating the Board of Trade Journal*) is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 18s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 258 Broad Street, Birmingham, 2; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street Belfast, 1for through any bookseller.

© Crown Copyright 1970

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *TRADE and INDUSTRY* (*incorporating the Board of Trade Journal*), Room 437 Department of Trade and Industry, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2654).

The views expressed in contributions emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (Tel. 01-248 9876, Ext. 6147.)

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies, carriage extra. (Larger quantities 5s. 0d. per page for each additional 125 copies.)

Orders for reprints should be addressed to the Director of Publications (P.1.), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

Addresses of ECGD Local Offices

The Exports Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters, its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1969/70 was £2,696 million. The Head Office of ECGD is at Aldermanbury House, Aldermanbury, London, E.C.2, P 2EL (telex 883601) (Tel. 606 6699). The Department's local offices are as follows:

London (City)
London postal districts E., and E.C.2 and 3, and the county of Essex.
J. V. Baker, Marlon House, 71-74 Mark Lane, London EC3R 7HS. Tel. 488 3491. (Code: 01-488 3491) Telex 886888.

London (South)
London postal districts of E.C.4, S.E.1-27 and S.W.1-20. Counties of Kent and Surrey (Greater London Council Area only)
J. A. Dorrian, DFM, 42-46 Weston Street, S.E.1. Tel. 407 5011. (Code: 01-407 5011) Telex 888575.

London (North)
London postal districts of N., E.C.1, W.C.1 and 2, County of Hertford.
G. J. A. Link, 1-4 Old North Street, Red Lion Square, WC1R 4TE. Tel. 405 8991. (Code: 01-405 8991) Telex 2633615.

London (West End)
London postal districts N.W. and W. County of Middlesex.
D. G. Hake, Waverley House, 7-12 Noel Street, London, W1V 3PB. Tel. 1-437 2292. Telex 24105.

Bedford
Counties of Bedford, Cambridge, Huntingdon, Norfolk and Suffolk.
D. A. Green, Heron House, 49-51 Goldington Road, Bedford, Tel. Bedford 58798 (Code: 0234 58798) Telex 82350.

Belfast
The six counties of Northern Ireland.
R. H. Forsyth, Scottish Provident Buildings, 7 Donegall Square West, Belfast, BT1 6JE. Tel. Belfast 29428. (Code: 0232 29428) Telex 74577.

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Stafford.
B. T. Clark, Chamber of Commerce House, Harborne Road, Birmingham, 15. Tel. Edgbaston 4375. (Code: 021-454 4375) Telex 33132.

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
F. Wilmot, West Riding House, Cheapside, Bradford, BD1 4LG. Tel. Bradford 25147. (Code: 0274 25147) Telex 51161.

Bristol
Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall and the Channel Islands.
W. D. Begg, Washington House, Great George Street, Bristol, BS1 5QL. Tel. Bristol 22102. (Code: 0272 22102) Telex 44248.

Cardiff
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff CF1 1ES. Tel. 26657. (Code: 0222 26657) Telex 49284.

Crawley
Counties of Surrey (excluding area covered by GLC) and Sussex.
F. R. Burge, Barden House, 36 Spencers Road, West Green, Crawley, Sussex. Tel. 23444. (Code: 0293 23444) Telex 87374.

Edinburgh
The counties of Angus, Berwick, Clackmannan, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
J. S. Anderson, 108 George Street, Edinburgh, EH2 4LN.
Tel. Caledonian 3004. (Code: 031-225 3004) Telex 72170.

Glasgow
The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow, C.2. Tel. Central 3056. (Code: 041-CEN 3056) Telex 77130.

Leeds
The East and North Ridings of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
W. A. Luxton, Headrow House, 42 The Headrow, Leeds, LS1 8HD. Tel: Leeds 30082. (Code: 0532 30082). Telex 55232.

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint; Western parts of Lancashire and Cheshire (including Lancaster, Preston, Wigan and Warrington), and the Isle of Man.
J. M. Foster, Number One Old Hall Street, Liverpool, L3 9HJ. Tel. Central 5756. (Code: 051-236 5756) Telex 62537.

Manchester
The Eastern parts of Lancashire and Cheshire (excluding Lancaster, Preston, Wigan and Warrington) and parts of Derbyshire.
W. Ford, Cheshire House, 18-20 Booth Street, Manchester, M2 4AJ. Tel. Central 8861. (Code: 061-CEN 8861). Telex 667756.

Newcastle-upon-Tyne
Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.
R. A. Bounds, 2 Osbourne Road, Newcastle-upon-Tyne, NE2 2BL. Tel. Newcastle 814214. (Code: 0632 814214) Telex 53305.

Nottingham
Counties of Leicester, Rutland and Northampton, and parts of the counties of Nottingham, Derby and Lincoln.
A. E. Beedle, Equitable House, Old Market Square, Nottingham NG1 2LE. Tel 46585. (Code: 0602 46585) Telex 37566.

Reading
Counties of Berks, Bucks, Hants and Oxford.
K. I. Humphrey, 18 The Forbury, Reading, RG1 3EJ. Tel. Reading 580577. (Code: 0734 580577). Telex 84422.

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
W. K. A. Oxley, 8-12 Furnival Gate, Sheffield, S1 4QN.
Tel. Sheffield 29151. (Code: 0742 29151) Telex 54244.

New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. H. Hall, 150 East 58th Street, New York, 10022, USA. Tel. 593 2258. Telex 420543.

The Development and Intermediate Areas

New incentive plans for industrial expansion

The Government has announced important new plans for the Development Areas and the Intermediate Areas.

The main changes proposed in the incentives for industry in these areas are summarised below:

1 In the Development Areas the normal rate of building grant is to be increased from 25% to 35% and the special rate for incoming projects from 35% to 45%.

2 In the Development Areas the power to make loans will be used more flexibly.

3 In the Special Development Areas there will be a change in the basis of calculation of operational grants. These grants will be calculated at 20% of eligible wages and salaries in the first 3 years of a new project instead of 10% of expenditure on machinery and plant.

4 In both the Development Areas and the Intermediate Areas the administrative limits on assistance under the Local Employment Acts (1, 2 and 3 above) are to be raised in cases where the number of jobs to be provided does not justify the full amount.

5 New tax allowances on capital expenditure on machinery and plant incurred after 26th October 1970 will supersede investment grants.

In the Development Areas new immobile machinery and plant for industrial processing will qualify for a 100% allowance for the year in which the expenditure is incurred.

In the Intermediate Areas (and in the rest of the country) machinery and plant will in most cases qualify for a first-year allowance of 60% followed by annual writing-down allowances of 25% on the declining balance. These allowances will also apply to machinery and plant in the Development Areas not qualifying for the 100% allowance.

6 In the Development Areas and the Intermediate Areas the 40% initial tax allowance on expenditure on new industrial building will continue indefinitely. In the rest of the country the allowance will revert from the temporary rate of 30% to 15% after 5th April 1972.

7 In the Development Areas and the Intermediate Areas further developments are planned in industrial training facilities.

Some of these changes are subject to legislation but it is intended that all the new benefits shall apply for projects started on or after 27th October 1970.

Information about the changes is available from the Department of Trade and Industry which is now responsible for the administration of the Local Employment Acts.

For details telephone Industrial Expansion at the Department of Trade and Industry (Tel. 01-222 7877 ext. 3333) or send in the coupon below.

Get the facts from the Department of Trade and Industry

TO: Industrial Expansion (T & I. 1),
Department of Trade and Industry,
1 Victoria Street, London, S.W.1.
Please send me the booklet
'Incentives for Industry' together
with details of the proposed changes.

NAME _____

POSITION IN COMPANY _____

COMPANY NAME _____

NATURE OF BUSINESS _____

ADDRESS _____

Some legislative and regulatory aspects of United States marketing

By D. G. Pacy, President, the British-American Chamber of Commerce

IT IS ALWAYS a good idea to know as much as possible about the market and the competition. Surprises half-way through a sales campaign can be disconcerting. They may even be disastrous.

One aspect of the relationship between the United States Market and British business still seems to be neglected even though it can have a profound effect on the prospects for success. I am referring to the way business in the United States is affected by United States government activity. Obviously this is a very broad topic and it cannot be dealt with in detail here. Furthermore, expert advice from specialists is often necessary. It is also an area where activity by and for British business can significantly affect the course of events. So there are things to know and things to do.

British business in or into the United States is subject to the appropriate United States laws and regulations in the same way as domestic business. In addition it must comply with those which affect only imports. From some comments in the British press at the time of some of the more spectacular mergers or merger attempts one might conclude that there was a feeling in Britain that the Anti-Trust laws were being used to inhibit British investment in a discriminatory way. In all probability the problem was that both the principals and the press were insufficiently familiar with the subject matter and mistakenly assumed that any laws so different from the United Kingdom norm could not apply to United States business as a whole and must be particularly directed against them. Many United States businessmen dislike such restrictions too.

In some trade matters there is discrimination against foreign purchase. The most obvious examples are the duties levied on foreign goods and the piece preference provided by the Buy American Act. The latter is a price of Federal legislation and relates only to purchases by the Federal government. Some states have passed Buy American type laws, sometimes in the form of 'Trade Equalization' legislation. The theory is that the state government will not buy from countries which discriminate against the products of the particular state. It is a sort of plausible tale except for two things: when you read the fine print, the mechanism for determining when the British are discriminating against the particular state's interests may be incapable of reaching an objective evaluation.

In this picture, Mr. Pacy (right) is seen talking with Mr. John Partridge, President of the Confederation of British Industry (left), and former President of the Anglo-American Chamber of Commerce, Mr. Derek A. Lee, at a luncheon given in New York recently in honour of Mr. Partridge.

Customs duties

Customs duties are something everyone understands – or do they? The procedures, the rights of the importer, the obligations of Customs operations of the Customs Court are all complicated and they change from time to time. The Federal Trade Commission along with the Justice Department administers some of the Anti-Trust laws, particularly those dealing with unfair trade practices – deceptive advertising, unfair competition and so forth. They publish guidelines.

There are a lot of regulatory agencies. They affect a very wide variety of business interests. They may set rates like the Interstate Commerce Commission or the Federal Power Commission or they may write and enforce standards like the Federal Aviation Administration, Food & Drug Administration, Atomic Energy Commission or some combination of both. Listed in the United States Government Organizational Manual 1970/71 (available from Superintendent of Documents, Government Printing Office, Washington, DC. 20402 – $3.00), there are 16 Executive Departments and 44 Independent Agencies. One or several of these are bound to have some say in your United States business; which, and to what extent, will vary according to the extent Congress has decided public policy affects your activity and vice versa.

Public hearings

The law and regulations which these departments and agencies administer did not get on the books without much debate and review. They are the result of the interplay of interests of the Executive and Legislative branches of government (and perhaps the Judiciary too) and those of business and the public. The mechanisms vary but due process usually requires public hearings in connection with new legislation or regulations. If Executive departments do not hold formal hearings they will usually solicit written comment before amending or introducing a regulation.

What happens on these occasions can be important. Obviously what is proposed and by whom will give useful advance notice of a change. Knowledge of this is valuable for business planning. Most importantly, there is an opportunity for all concerned parties to express their views. This is true of foreign as well as domestic businessmen who have an interest and therefore standing before the body in question. It is not unusual for such views to be presented by British-American Chamber of Commerce on behalf of its members and as a matter of geographic convenience and on behalf of United Kingdom trade associations, by arrangement. Of course, BACC needs to have a suitable brief from the companies and industries most directly concerned if it is to develop a case. They, in turn, need to understand what effect proposed legislation, etc., will have and how it should be amended to best suit their particular needs.

(*Continued on next page*)

ASPECTS OF UNITED STATES MARKETING, *continued*

Presumably everyone knows that there is grave danger of severe restrictions on British exports to the United States arising from the proposed Trade Act of 1970 (HR 18970). BACC has been active in opposing this legislation (the outcome is not certain at the time of writing) but although its interests are very directly involved it seems to us in the Chamber that British business has been apathetic about the affair. As there are many other events of less national prominence which can affect British business interests quite seriously – other legislation, Federal Tariff Commission hearings, etc. – this attitude is surprising. Since their interests are clearly involved, why does British business – through the efforts of individual corporations, through trade associations, through Chambers of Commerce and through BACC – not take more active steps to protect them, or even to be fully informed about them?

I think there may be a lot of misunderstanding about the whole subject: both the need to act and the way to act. This arises because the United States Government system is different from the British, because Washington, DC is a long way away, and because it seems to be considered that protests by a foreign business group would be ineffectual or even resented – the low profile concept.

Let me say that I believe that thinking along these lines is usually wrong. The United States system of government expects, even requires, the presentation of views in the most vigorous and forthright way. Of course, there is a right and a wrong – or even illegal – way to go about presenting a case to any body with legislative or regulatory powers but within the prescribed rules and customs there is no limitation on any group which has an interest making its views known and understood provided its interest is disclosed. Indeed, I would say that in the United States any group in this position is considered to have a responsibility to do so and this applies whether a foreign or domestic interest is involved. Foreign trade legislation, etc., by definition involves foreign interests. Obviously, the quality of the presentation should be high; it should be factual and pertinent. Because of the multi-level operation of the Federal government it may be necessary to make presentations many times on the same subject to different bodies; one cannot make a presentation to one body or agency in Washington and assume internal government communications will get the word around – they won't!

It is also not enough to leave it entirely to the British Government to act on behalf of a company or industry. The British Government are kept informed of legislative and administrative developments by the British Embassy in Washington. They consult firms and industries likely to be affected and offer advice and help. They send the Embassy instructions on the views which are to be conveyed to the State Department and other agencies in Washington. If these agencies are themselves the rule-makers, they are exposed to pressure from other interests as well and if the agencies are not themselves the final authority, they are only one of the bodies which are seeking to influence Authority. In United States, legislation, even that proposed originally by the Administration is written by the Congress and they may make major changes. Business interests views must accordingly be made known as directly as possible to the House of Representatives and to the Senate.

Because of the complexity of the Federal government, very few United States businesses can afford to cover the Washington scene adequately to make sure their interests are represented. Usually they join together in trade association or chamber of commerce groups to share the burden. It is more difficult for British businesses because of the geographical complications but the same sort of mechanisms for joint action are open to them and provide the best chance of adequate briefing and appropriate but affordable action. BACC can help because it is already doing the same sort of thing for its members.

The effect of strong representations by reasonable people, as the British are conceded to be, can have a very significant effort on Congress. Your competitors are doing their best to favour their own cause; can you afford to let them have it all their own way?

'Trade and Industry' publishes week by week news of legislative and administrative changes or proposals in the United States of interest to British exporters and gives guidance on public hearings and other opportunities to submit views. The Department of Trade and Industry also supplies on request information about existing rules and laws in the Unted States, such as the Buy America Act, the Anti-Dumping Act and Regulations, Food and Drug Administration requirements and United States Customs Valuation and Classification.

Articles on the United States Trade Bill have appeared in the 'Board of Trade Journal' of October 7, 1970, and in 'Trade and Industry' of October 21 and December 2, 1970.

Local Employment Acts Financial Advisory Committee

FOLLOWING THE transfer to the Secretary of State for Trade and Industry of the distribution of industry functions previously the responsibility of the Minister of Technology, the Advisory Committee appointed under the Local Employment Act, 1960 has been renamed.

It will be known as Local Employment Acts Financial Advisory Committee ('LEAFAC') replacing Ministry of Technology Advisory Committee ('MOTAC') which had previously been Board of Trade Advisory Committee ('BOTAC').

The Committee will continue to advise the Secretary of State on applications under the Local Employment Acts for loans, removal grants and operational grants and on those applications for building grants referred to them by the Department.

The membership of LEAFAC is: Sir William Lawson(chairman), Mr. S. Douglas, Mr. N. S. Huntly, Mr. E. E. Tait, Mr. W. T. Welch, and Mr. D. J. Young.

The Secretary is Mr. A. J. Mills.

Revocation of Advertising and Display Lighting Order

MR. JOHN DAVIES, Secretary of State for Trade and Industry, announced on December 16 that the Electricity (Advertising and Display) Order which came into force on Monday, December 14, was being revoked with immediate effect.

The Order, made under the emergency powers regulations, was introduced in order to reduce the demand for electricity during the work-to-rule by some employees of the electricity supply industry. With the work-to-rule at an end and electricity supplies improving, it was no longer appropriate to ban entirely the use of electricity for particular purposes.

There is, however, a continuing need for economy in electricity use because, as the electricity authorities have stressed, supplies will not be back to normal for a week or so. All consumers are, therefore, asked in their own interest to continue to exercise restraint in electricity consumption.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, W.C.1

Effectiveness of investment incentives

MR. JOHN DAVIES, Secretary of State for Trade and Industry, made the following statement on December 14, in answer to a question in Parliament on the results of the survey of the effectiveness of investment incentives.

'The Ministry of Technology, in association with members of Manchester Business School, carried out a pilot survey on the effectiveness of investment incentives in the first half of 1970. The purpose of the survey was to discover whether a full-scale survey would be worth conducting; and, if it were, to determine the best approach.

'A systematic random sample of 300 companies was obtained by taking one manufacturing company in five with net assets of over £5 million, one in ten with assets of between £5 million and £500,000, and a smaller sample of companies in the non-manufacturing sectors of industry. These 300 firms received a questionnaire by post, and a response rate of about 40 per cent was obtained; a representative selection of some 45 of the firms which had and had not replied were later interviewed. An additional sample of some 25 companies who did not receive the questionnaire was also approached directly for interviews, and a response rate of about 75 per cent was obtained.

'The pilot survey showed that it is difficult to establish how far companies' decisions may have been influenced by investment incentives, so that any larger survey could be expected to be of limited value for ploicy-making. Despite the size of sample and response rate, the survey produced much information of value on the factors entering into a company's investment decisions, and on the methods of investment appraisal used.

'A full report will be made available later, but the following are the main impressions gained from the pilot survey.

(i) About 30 per cent of investment may not be appraised at all, perhaps a third of this because some firms do not use any formal methods of appraisal, and the remainder because many firms do not appraise small projects or replacements. Much of the remaining 70 per cent of investment is appraised by more than one method of calculating returns on investment. Overall roughly equal proportions of investment are appraised by the three main methods – discounted cash flow, accounting rate of return on capital, and the pay-back period. About two-thirds of all investment is done by companies which make some use of DCF techniques, and about a fifth by companies which use only the other methods. Companies almost always allow for the effects of taxation and tax allowances in their DCF calculations; they usually make other calculations pre-tax, but sometimes take indirect account of the effects of tax allowances.

(ii) A large part, perhaps three-quarters, of investment may be done by companies in which managerial factors constrain investment to some extent. Such factors include a lack of satisfactory proposals or of adequate staff to manage projects which seemed potentially profitable.

(iii) There often seems to be no precise cut-off, in terms of the expected return, between acceptable and unacceptable proposals for investment. The calculations of profitability tend to be only one of several factors influencing a company's decisions; the other factors may often relate to the validity of the assumptions behind the calculations, but they make decisions much more than a matter of calculating the expected returns and comparing them with the company's target rate of return. It is this characteristic of investment decisions which makes the effect of investment incentives very difficult to establish, especially in retrospect.

(iv). The effects of the investment incentive differential in favour of the development areas is especially difficult to judge when investment decisions involve many factors. Any further survey, however large, might therefore fail to provide firm evidence on the effects of the differential. So far as the evidence of the pilot survey goes, firms doing more than half of all investment may have increased their investment in the development areas as a result of the regional differential; the size of the increase cannot be estimated, but generally appears to have been small.

(v) Firms were asked how they rated the incentive effect on investment of free depreciation, a 20 per cent investment grant, and a 30 per cent investment allowance. (It was explained that these options were chosen because they have the same effect on profitability). About 60 per cent of firms, doing the same proportion of investment, put free depreciation as their first choice. About 20 per cent of firms, doing 35 per cent of investment, ranked investment grants first. The remainder preferred investment allowances. It appeared that the main reasons given for preferring free depreciation were administrative simplicity and quick benefits to liquidity.'

The British Olivetti Ltd., factory on the Queenslie Industrial Estate, Glasgow, is the export centre for the company's standard typewriters. The production line for the Linea 88 *typewriter has been equipped with Dexion Speedframe shelving, to hold partially-assembled machines at various stages of production. Finished machines are stored on Dexion Speedlock heavy-duty shelving, pictured here. There are* 15 *runs of double-entry shelving, all* 11 *ft. high and fitted with nine shelf levels at* 12 *in. intervals.*

SUBSCRIPTIONS TO 'TRADE AND INDUSTRY'

Because of increased postal charges the subscription rate to Trade and Industry *has been raised from* £6 18*s.* 6*d. to* £7 12*s. a year from January* 1, 1971. *The price of a single copy remains at* 2*s.*

Industrial development certificates: exemption limits

As was announced last week (*Trade and Industry*, December 16, page 478) exemption limits are to be raised for industrial development certificates from 5,000 sq. ft. to 10,000 sq. ft., except in the Eastern, London and South Eastern and East and West Midlands Regions where the limits will be raised from 3,000 sq. ft. to 5,000 sq. ft.

Under powers provided by Section 19 of the Control of Office and Industrial Development Act, 1966, Mr. John Davies, Secretary of State for Trade and Industry, laid before Parliament on December 14 an Order bringing the new limits into effect from December 15.

Notes:

An ide is needed to support an application for planning permission which will lead to the creation of new industrial space of an area above the prescribed exemption limits.

Until August 1965 the limit was 5,000 sq. ft. It was then reduced to 1,000 sq. ft. in the Midlands, London and South Eastern and Eastern Regions and raised to 3,000 sq. ft. in these Regions in August 1966.

The Order is subject to annulment in pursuance of a resolutioı in either House and may be prayed against within 40 days.

The relaxation of exemption limits does not imply any basic change in the control. The Government regards the control as an essential element of its regional policies and will continue to use it to persuade firms to provide new employment in the development and intermediate areas, and to restrain remand on resources in areas where they are scarce. The Government is satisfied that the change will not harm the movement of industry to the development and intermediate areas. No ide application under 10,000 sq. ft. was refused outside the Midlands and South East (including East Anglia) in 1969, while in these latter regions only 24 applications below 5,000 sq. ft. were refused. The increased exemptions limits will remove from control only those projects which are generally not steerable to a development or intermediate area.

The Hunt Committee recommended raising the limit to 10,000 sq. ft. for the country as a whole.. The Government is, however, not satisfied that the high limit could be applied now in the Midlands and South East without the risk of some harm to the development and intermediate areas.

Progress report on the Common Market negotiations

MR. GEOFFREY RIPPON, Chancellor of the Duchy of Lancaster, made a further statement to Parliament on December 10, about the progress of the negotiations for British membership of the European Communities. He said that, at the ministerial meeting which he attended in Brussels on December 8, agreement had been reached that the alternatives listed in the Declaration of Intent made by the Community in 1963 would be open to certain African countries, namely Gambia, Ghana, Malawi, Nigeria, Sierra Leone, Kenya, Tanzania, Uganda and Zambia.

Mr. Rippon continued:

'I might remind the House that these alternatives comprise association under the Yaoundé Convention; other association agreements with mutual rights and obligations, particularly in matters of trade; or commercial agreements to facilitate and expand trade between the Community and these countries.

'The Community said that they could only state their position with regard to other Commonwealth developing countries in the Indian Ocean and Pacific, and the Caribbean, for which we proposed that the same options be available, in the light of discussions taking place with respect to the Commonwealth Sugar Agreement.

'The Conference also discussed further the basis of Gibraltar's customs arrangements with the Community following the agreement already reached – and reported to the House on October 29 – that the provisions of the Treaty of Rome would apply to Gibraltar under Article 227 (4). It has been accepted that as Gibraltar is not a part of the United Kingdom's customs territory there would be no reason to include Gibraltar in the customs territory of the enlarged Community.

'I again expressed the hope that the Community would shortly be able to make known their views on the arrangements to be made for Hong Kong.

'The principles of the United Kingdom admission to the European Investment Bank were agreed.

'In the course of a statement I made dealing with the question of transitional measures I proposed on behalf of Her Majesty's Government a transitional period of five years for adaptation in both the industrial and agricultural fields and for adaptation to the Community's rules regarding capital movements and fiscal harmonization. I stressed that in putting this proposal forward we thought it essential that, within the common period of five years in the four fields, effective provision should be made for arriving at a mutual balance of advantage between the United Kingdom and the existing Community.

'In the industrial field we thought this could be done if we could provide for a suitable accelerated rhythm for tariff rates and adaptations. For agriculture and horticulture we should require that the adaptations be made with reasonable flexibility over five full years.

'I said that the five-year period should not in our view apply in the cases of Community finance, New Zealand butter and cheese and sugar from developing Commonwealth countries, nor to the European Coal and Steel Community and Euratom.

'The Community noted our proposals upon industry and agriculture with satisfaction and said that they would examine our suggestions of capital movements and fiscal harmonization in a positive spirit. Deputies were instructed to pursue the discussion of all these questions in preparation for the next ministerial meeting.

'The Community said that they would establish their position on all of these questions within a global framework. This is naturally our own position. The agreements reached hitherto must all be regarded as provisional pending the outcome of the negotiations as a whole.

'At the meeting I also outlined certain considerations which we believe the Community should take into account in dealing with the question of the British contribution to Community finance. I pointed out that the United Kingdom would be likely to enjoy only relatively small receipts as a result of Community expenditure in its present form. I recalled also that the existing members of the Community had had an extended transitional period in which to move to the agreed Community system of financing, and that correctives had been provided for governing member countries' contributions during a period of years after the final stage of Community direct income had been started. I noted that the Commission had stated in its observations on our estimates of the effect of Community financing upon the United Kingdom that should unacceptable situations arise within the present Community or an enlarged Community, the very survival of the Community would demand that the institutions find equitable solutions.

'I said that we would be making detailed proposals in this field as soon as possible.

'Finally it was agreed that ministerial meetings should take place next year on February 2, March 16, May 11 and June 22; and that the timetable of meetings could be speeded up if necessary.'

Following his statement, supplementary questions were put to Mr. Rippon. Among them, he was asked if in the five year transitional period for industrial articles it was expected that there would be a straight line reduction of tariffs of, say, 20 per cent every year for five years? Would the period for the harmonization of fiscal arrangements also remain at five years.

Mr. Rippon answered that, given the acceptance of the five-year period for industry, there would be an accelerated reduction of tariffs in the early period. The Commission had proposed the possibility of a 40 per cent cut in the first year. 'I think that that would be reasonably satisfactory,' said Mr. Rippon. 'As for the five-year period for fiscal harmonization, I think that that is adequate for any matter that one can foresee arising at the moment.'

Another Member asked if at the end of the five year period companies would be free to move funds for investment purposes anywhere within the area of the Six, and would private persons be able to acquire shares on their stock exchanges and buy land and houses in the countries of the Six? If so, had any effort been made to quantify the effects of this on the British balance of payments?

Mr. Rippon replied: 'We have asked for a five-year transitional period in respect of capital movements. We have to accept the position as it is and may subsequently develop in the Community. No completely accurate estimate could be made of the likely effect, say, in 1978'.

Commonwealth trade

Mr. Rippon was also asked if we should not be concerned not only to shield Commonwealth countries transitionally against the effects of departing from the established principles of Commonwealth preference, but also to retain for Britain and our European partners, the great opportunities that there are in these Commonwealth countries, including the old Commonwealth countries? Was there not a danger that in Australia where we have a favourable balance of payments trade, Britain and the European countries would lose to the Japanese and Americans? Could the Europeans not understand this?

'I think that they understand it very well', replied Mr. Rippon. 'In recent years European trade with the Commonwealth has been increasing quite considerably, and I assume that this will continue. There is no reason why it should be affected by our negotiations. I think that the likelihood of greater Commonwealth trade with Europe will be enhanced as the negotiations are carried to success.'

Stating that the enlarged Community would have a decisive influence upon the pattern of world trade, a Member asked if it was not the case that the Community recognized that the very difficult problems of New Zealand and the Commonwealth sugar producers – about which we felt so strongly – were as much their problems as ours?

Mr. Rippon said: 'I am happy to say that I believe that to be true. It is very much in line with the speech made by Mr. Mansholt in July of this year. I believe that the enlarged Community would pursue liberal and outward looking trading policies, especially in relation to developing countries.'

Accelerated progress

Mr. Rippon was also asked whether 'in view of his remarkably rapid success in reaching agreement in principle on transitional periods for agriculture and industry', he had real hopes of accelerated progress in negotiations on other important matters? In particular, could he assure those who looked forward to getting the benefits of entry at the first possible opportunity that they might expect some agreement of the vital matter of the financial contribution by the summer of next year?

Mr. Rippon answered: 'I certainly hope that that will be the timetable, because in these matters uncertainty is helpful neither to existing members nor to new applicants. I cannot precisely forecast the timetable. We still have some difficult issues to resolve. As I said in my statement, we have fixed meetings for next year, up to June, but we have also agreed that we can speed up the meetings if we have accelerated progress. I suggested that we might need extra days in June and in April, but the chairman of the Community suggested that we might need an extra day in March if things are progressing rapidly. I hope that that will be so.'

For a full report, see *Hansard* of December 10, columns 689-706.

EEC—proposals for UK participation in financial arrangements

SPEAKING IN Parliament on December 16, the Chancellor of the Duchy of Lancaster, Mr. Geoffrey Rippon, made the following statement about 'certain proposals which I have today tabled in Brussels regarding United Kingdom participation in the European Economic Community's financial arrangements in the event of our accession':

'In brief, Her Majesty's Government have proposed that over the first five years of our membership of the Community our contribution to the Community budget should build up by equal annual steps to a basic key which should lie in the range of 13-15 per cent of total contributions. Thereafter, for a further three years, the year-to-year changes in our share of contributions should be subject to limitations on the lines of the correctives the Six have provided for themselves up to 1978.

'We have further proposed that there should be provision to review, if necessary, the operation of the financial arrangements in an enlarged Community.

'The House will expect me to explain the significance of these proposals for the United Kingdom. I must first emphasise that any estimates inevitably depend on a large number of assumptions which have to be made about the ways in which the enlarged Community would develop in the years after we and the other applicant countries had joined. To take just two of the most important factors: it is really very difficult to judge what the size of the Community's budget will be at the end of this decade, and what share of the total will be devoted on the one hand to schemes of agricultural support, from which we, with our relatively small and highly efficient agriculture, cannot expect to be major beneficiaries, and on the other to regional and industrial development and other programmes.

'It is because of these uncertainties that in the past the Six themselves have in practice reviewed their own arrangements whenever unforeseen developments have upset the balance which previous agreements were expected to produce. We have, therefore, proposed to the Six that a suitable review provision should be an essential part of any agreement.

'Having made clear to the House the inevitable limitations of any estimates, I can give some indication of what we expect the proposals we have put to the Community might involve. If we assume that the Community budget in 1977 was to be 4,500 million dollars as we have suggested to the Community, then under the proposals we have now made, after making an estimate for receipts, our net contribution would build up gradually from about £30 million in 1973 to about £140 million to £180 million in 1977. If, however, the Community budget remained at its current level of about 3,000 million dollars, then our net contribution would reach about £60 million to £85 million in 1977, on the same estimated basis of receipt.

'We have also to take account of the fact that in the short term, membership of the Community will have certain other adverse effects on our balance of trade as a result of the increased cost of food imports and the loss of some of the trade preferences we enjoy in other markets. For this reason, it is important that we should move up gradually towards our ultimate contribution.

'Neither this Government nor our predecessors have ever attempted to disguise the fact that membership of the Community will involve a substantial net contribution to the Community budget and, at least in the early stages, other balance of payments costs. But again, like our predecessors, we believe that account must also be taken of the prospect of dynamic economic advantages of membership which would be substantial. As to these, one has to make a judgment about the likely response of British industry to the opportunities and challenges that would be presented by our entry into the Community. The Government's judgment – and it is shared by the overwhelming majority of our leading industrialists – is that the response would be vigorous and determined and that we could expect to achieve a significantly higher economic growth rate if we joined the Community than if we remained outside.

'The Government also consider that membership of an enlarged Community will provide considerable opportunities for British farmers. Without under-estimating the problems that have to be faced in the early years of our membership, therefore, we hold firmly to the view that our entry into the Community on reasonable terms would be in the long-term economic interests of this country.

'We are also convinced that enlargement of the Community would be in the interests, political perhaps even more than economic, of the whole of Western Europe. It is with these considerations in mind that the Government have formulated the proposals which I have tabled in Brussels today.'

For a full report, see *Hansard* of December 16, columns 1354-1370.

Mr. Michael Noble visits Edinburgh

MR. MICHAEL NOBLE, Minister for Trade, Department of Trade and Industry, visited the factory of Ethicon Ltd., at Sighthill Industrial Estate, Edinburgh, on December 18.

Ethicon Ltd., manufacturers of surgical and medical supplies and equipment, won the Queen's Award to Industry for exports in 1970, having previously won the award for exports and technological innovation in 1966.

Within the Department of Trade and Industry, Mr. Noble is the Minister responsible for the international aspects of industry and commerce, major overseas trade policies and export promotion. He was accompanied by Mr. V. F. Kimber, director (Exports), Department of Trade and Industry Office for Scotland.

Iron and Steel Consumers' Council

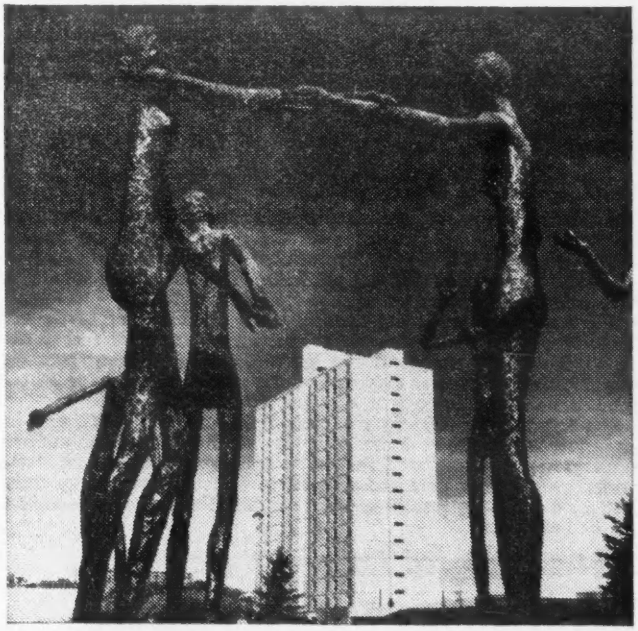
THE SECRETARY of State for Trade and Industry has authorized the appointment of 12 new members of the Iron and Steel Consumers' Council, and re-appointed the chairman, Mr. Jack Frye, and many of the members who have already served for three years.

Some of the new appointments are to replace members who have resigned, but the effect is to broaden the representation of steel user interest on the Council, which now has 29 members out of a permitted maximum of 30. It is expected that the final appointment will be announced shortly.

Note:

The Iron and Steel Consumers' Council is the watchdog body set up under the 1967 Steel Nationalization Act to look after the interests of the British Steel Corporation's customers.

EXPO SCULPTURES BOUGHT BY CANADA



These 15ft. high figures (part of a group of 10) were originally commissioned by the Central Office of Information to depict the human race in the 'Britain and the World' section at Expo 67 in Montreal, and were cast in aluminium by Mario Armengol, the British sculptor. After the exhibition, the sculptures were bought by Canadian property developer Robert Cummings, who presented them to the Calgary School Board. The Board have given the figures an open air setting next to their offices. Adjacent is a 270 bachelor apartment tower, seen in the background, recently completed by Laing Construction and Equipment, Canadian member of the Laing Group. Their $2.4 million contract, for the Central Mortgage and Housing Corporation, also included a car park, cafeteria and two-storey hostel.

Transfer of air routes

SPEAKING IN the debate on the Third Reading of the Civil Aviation (Declaratory Provisions) Bill on December 14, Mr. Michael Noble, Minister for Trade said:

'I promised that at the first possible moment I would give the information that was available on route transfers. It has been decided that a part of the route transfers will take place. I cannot yet give a complete answer, but I can say tonight that BOAC will cease after March 31, 1971 to serve Lagos and Kano in Nigeria and Accra in Ghana, with the intention that Caledonian-BUA should serve them directly from London thereafter. The authorities of Nigeria and Ghana have been so informed. There will be some other part of this transfer to be negotiated, and we are discussing it still with the airlines concerned.'

More advance factories for the North

THE ENGLISH Industrial Estates Corporation has announced that several contracts have been awarded for the construction of advance factories on the Pennywell Industrial Estate, Sunderland, the Teesside Industrial Estate, Thornaby and the Tweedmouth Industrial Estate, Berwick.

At Pennywell a contract worth about £60,000 has been placed with Joseph Huntley and Son Ltd., of Sunderland, for building a 15,000 sq. ft. advance factory. On the same estate Gordon Durham and Co. Ltd. of East Boldon are building a block of four terrace units totalling some 11,000 sq. ft. under a contract worth about £51,000. Work has already been started on both of these factories and they should be ready for occupation in July 1971.

On the Teesside Estate a 15,000 sq. ft. advance factory is to be built by Edgar Lawson Ltd. of Darlington under a contract worth about £59,000 and a contract worth over £52,000 has been awarded to Brims and Co. Ltd., of Newcastle and Middlesbrough, for the construction of a block of four terrace units totalling 11,000 sq. ft. Work on these two factories should be started later this month and they should be completed by late summer of 1971.

At Berwick a 15,000 sq. ft. advance factory is being built on behalf of the Development Commission and a contract worth about £69,000 has been awarded to Stanley Miller Ltd of Newcastle, for building this unit. Work has already been started and the factory is due to be completed in May 1971.

Go ahead for ore terminal and general user port at Hunterston/Portencross

MR. GORDON CAMPBELL, Secretary of State for Scotland, announced on December 10 his intentions on the proposals for the zoning of land for industrial use at Hunterston/Portencross. This follows his study of the report of the public inquiry into a Development Plan amendment submitted by Ayr County Council.

The main proposals, announced by the Secretary of State, are the approval for the zoning of land for an ore terminal and stocking yard, and for a general user port: the postponement pending consideration of further evidence on the zoning of land for an oil refinery, and the leaving open of a way for a steelworks.

The inquiry was held by the Hon. Henry S. Keith, QC, and in his report Mr. Keith recommended that zoning of land for the ore terminal and stocking yard should be approved, that for the steelworks, general user port and oil refinery refused, and consequently that the compulsory purchase order for land for the refinery should not be confirmed.

Contract placed for prototype battery electric buses

THE DEPARTMENT of Trade and Industry has placed a contract for the production of two prototype battery electric buses for use in city centres. The vehicles are to be manufactured by Crompton Leyland Electricars at Tredegar, Mon., and will be delivered during the second half of 1971. They are intended to provide information from which local authority transport undertakings will be able to evaluate the suitability of this type of vehicle for their own particular conditions.

As the effects of exhaust pollution are most keenly felt in city centres, there is increasing interest in the possible use of battery electric buses. Although such vehicles have been in existence for over a century they have as yet found little application in the field of public transport.

Power for the prototype vehicles will be provided by lead-acid traction batteries and the vehicles will have a range of about 30 miles under city centre traffic conditions, with a top speed of 20 miles per hour. The batteries will normally be recharged overnight or partially recharged during rest periods in the day. Complete battery sets will, however, be rapidly interchangeable, thereby enabling spare, charged batteries, to be employed to extend the daily mileage of the vehicles.

The vehicles will be approximately 21 feet long and will weigh about 9 tons. They will carry 18 standing and eight seated passengers and space for hand baggage will be provided.

It is intended to loan the buses free of charge to transport authorities to enable them to gain first hand knowledge of the operating and technical characteristics. Both buses will carry instruments to record energy used, range, speed, etc., and this information can be used to specify production vehicles for use by local authorities that decide to add electric buses to their fleets.

The first vehicle will be placed initially with Leeds City Transport and, later, together with the second vehicle, will be available for use elsewhere.

A Survey of Mergers—1958-1968

IN A PAPER published on December 11 (A survey of mergers – 1958-1968, HMSO, price 8s. 0d. (40p)), the staff of the Monopolies Commission have amplified some statistics about mergers which appeared in a common annex entitled 'General Observations on Mergers' included in two merger reports by the Commission published in June 1969.

The information given in the paper is mainly derived from a statistical examination of a population of 2,042 'large' companies (broadly defined as quoted companies engaged in manufacturing, distributing and some service industries, and having net assets of more than £500,000 at the beginning of 1961) designed to show the extent to which these companies were affected by mergers in the period 1958-1968.

The examination of the population of 2,024 'large' companies shows that in the 11 years to the end of 1968, their number had decreased to 1,253, a reduction of 771. These figures, of course, do not include new entrants during the period. The largest reductions occurred in the textiles, drink, non-electrical engineering and wholesale distribution categories.

The yearly number of mergers involving 'large' companies varied between 59 and 100, the latter figure relating to 1968. The values of net assets transferred as a result of mergers showed marked increases in the period 1964-68 and this movement was still apparent after adjustments to convert all figures to a constant value basis.

After making adjustments for 'natural' growth in the size of companies over the period, little change can be seen in the size distribution of the companies acquired in 1968 as compared with that of the companies acquired in 1958/1960. During the 11 years' period, however, the larger companies (i.e., those with net assets of more than £50 million) became increasingly involved in acquiring smaller companies.

Two appendices giving the distribution by industrial classification of the acquired companies show that by far the largest 'losses', whether reckoned by numbers of companies or total of net assets involved, occurred in non-electrical engineering and wholesale distribution. Reckoned by totals of net assets involved, 'losses' were also heavy in retail distribution and 'miscellaneous services'.

The Commission's staff have measured the growth in net assets in the period 1958 to 1968 and have attempted to distinguish between growth in net assets stemming from acquisitions and from internal sources; the figures show that the largest companies (the top 40 in net asset terms) had the highest overall growth but that some two-fifths of their total growth was attributable to acquisitions.

Another analysis shows that at the end of 1967 in all but two of 22 main industrial classifications, 50 per cent or more of the total net assets of companies in the classification were owned by a small number of companies.

From information published in 'The Times 500', 1969-70, a comparison has been made between the capital employed of some acquired companies and the value of the consideration given for the equity of those companies. Although such comparisons are strictly invalid they serve to indicate the large differences in most cases between consideration and the book value of the net tangible assets acquired.

Quoting from 'Who Owns Whom (international subsidiaries of United States companies) 1969' and other sources the paper makes some general comparisons of the merger activities of large and multi-national' companies in the United Kingdom and the United States of America.

Anti-dumping application on lactic acid

THE DEPARTMENT of Trade and Industry has completed its investigation into the anti-dumping application concerning lactic acid from the Netherlands. The Department is satisfied that imports of lactic acid originating in the Netherlands have taken place at dumped prices and that this dumping has caused material injury to the British industry producing the edible and technical grades of lactic acid.

The exporter concerned has now given an undertaking to the Department of Trade and Industry that he will not export edible and technical lactic acid to the United Kingdom at dumped prices. The Department has therefore decided not to impose anti-dumping duties as long as this undertaking is observed.

Anti-dumping duty on doll's eyes

AN ANTI-DUMPING DUTY of 6d. (2½p) per pair is being imposed from December 17, 1970, on imports of moving eyes for dolls, other than eyes made of glass, originating in the United States of America and being products of Jacoby-Bender Incorporated (trading as the Dollac Company of New York) or the Margon Corporation of New Jersey.

This follows the Department's investigation into the application for the imposition of an anti-dumping duty on imports of this type of eye from the United States, announced on August 5, 1970, as a result of which it is satisfied that dumping has been taking place, and that this has caused material injury to the British manufacturer of dolls eyes. The Anti-Dumping Duty (No. 5) Order 1970 (S.I. 1970 No. 1846) imposing this duty allows relief to be granted where, on application being made, the Department is satisfied that particular goods have not been dumped, or the margin of dumping is less than the amount of the duty.

Copies of the Order are available from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1 (price 7d.), or by post from HMSO, PO Box 569, London, S.E.1 (price 11d.).

Applications for temporary exemption from import duty

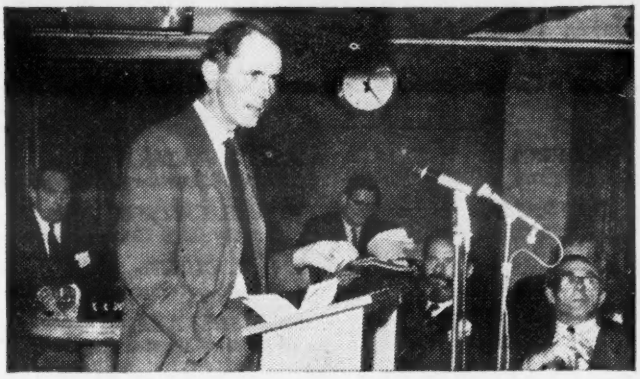
THE DEPARTMENT of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calender year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2, Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by 6 January, 1971.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
25.19	Magnesite, dead-burned, containing (a) not less than 85% by weight of magnesium compounds expressed as MgO, (b) a total of not more than 8% by weight of aluminium compounds and iron compounds expressed as Al_2O_3 and Fe_2O_3, (c) a total of not less than 2·5% by weight and not more than 8·5% by weight of calcium compounds and silicon compounds expressed as CaO and SiO_2. (To replace current definition under 25.19)	Magnesite dead-burned	December 31, 1971	10618
29.05	1-Phenylprop-2-yn-1-ol	As in previous column	December 31, 1971	13545



Well over 200 businessmen accepted an invitation extended by BNEC Africa and the Merseyside Chamber of Commerce to a one-day conference on selling to West Africa held aboard the m.v. 'Aureol' in Liverpool on December 8. Pictured here is Mr. J. W. McMeekin of the Department of Trade and Industry addressing the conference on the official services available to exporters.

Eaton Footwear, manufacturers of golf shoes and men's fashion shoes are expanding their production line to cater for increasing orders from the United States and Australia. The golf shoes pictured here, manufactured at Eaton Footwear's Rushden (Northants) factory have just been 'spiked' and are on their way to the lacing, inspection, packing and overseas despatch departments.

Abolition of stamp duty on cheques etc.

THE BOARD OF Inland Revenue announced that the 2d. stamp duties on cheques, promissory notes, receipts, etc., are to be abolished as from February 1, 1971.

Claims for repayment of stamp duty in respect of unused cheques can only be met if made before that date. Claims relating to embossed stamps with the wording 'Stamp Duty 2d. paid' should be made to an Inland Revenue Stamp Office and the cheques surrendered. Where substantial stocks of cheques bearing embossed stamps are likely to be held at the end of January contact should be made with the Stamp Office well in advance so that arrangements can be made to avoid the need to destroy the cheques on repayment.

This notice does not relate to duty on cheques bearing the printed medallion and issued by banks under arrangements with the Inland Revenue; this is a matter for the bank concerned.

Claims in respect of unused stamped receipt forms and postage stamps overprinted for use on receipts can be made on surrender to an Inland Revenue Stamp Office before February 1, 1973.

Visits by British Overseas Commercial Representatives

THE FOLLOWING COMMERCIAL Diplomatic Officers are expected to be in this country shortly, when they will be available for discussion.

		Available	In present post since
ALGERIA (Algiers)	R. H. T. BATES, Second Secretary (Commercial)	March/April	March 1969
AUSTRALIA (Melbourne)	R. W. B. CARTER, CMG, Deputy High Commissioner	March	February 1969
INDIA (Bombay)	J. G. S. QUINN, Second Secretary (Commercial)	February	May 1969
UNITED STATES (Philadelphia)	K. B. BARRATT, Consul (Commercial)	March/April	March 1969

British firms and organizations, including those in the areas covered by the Department of Trade and Industry offices for the Eastern Region and London (E, EC, N, and WC), and the South Eastern Region and London (NW, W, SE, and SW), which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Department of Trade and Industry Regional Export Director stating the nature of the problem and commodities involved. (The Department's Regional Offices together with the area covered and the appropriate office for Northern Ireland were listed on page viii of the *Board of Trade Journal* of October 7, 1970). Those firms and organizations other than in the London-based Regions mentioned above, which would either prefer or would be prepared, if necessary to meet the officer for an interview in London should write to Tours Section, Department of Trade and Industry, Room 469, 1 Victoria Street, London, S.W.1.

Because visiting officers often have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Division of the Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Department of Trade and Industry or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the date specified:

Number	Grantee	Subject-Matter
	November 10, 1970	
1,073,562	Standard Telephones and Cables Ltd.	Optical visibility measuring devices
1,073,929	Standard Telephones and Cables Ltd.	Low speed data transmission system
1,107,009	Standard Telephones and Cables Ltd.	Semiconductor devices
1,112,090	Standard Telephones and Cables Ltd.	Relating to reed relays
1,115,879	Standard Telephones and Cables Ltd.	Semiconductor devices
1,122,196	Standard Telephones and Cables Ltd.	Method and apparatus for manufacturing telecommunication cables
1,136,438	Standard Telephones and Cables Ltd.	Attaching a spirng contact to a lead-through connector
	November 12, 1970	
1,120,130	International Standard Electric Corporation	Solid electrolytic capacitors
902,334	Standard Telephones and Cables Ltd.	Cooling of thermionic valves
986,310	Standard Tleephones and Cables Ltd.	Telephone tone ringer
1,035,378	Standard Telephones and Cables Ltd.	Magnetic core assemblies
1,044,710	Standard Telephones and Cables Ltd.	Telephone tone ringer
1,122,386	Standard Telephones and Cables Ltd.	Electromechanical transducer
1,124,990	Standard Telephones and Cables Ltd.	Transistor threshold detector circuit
1,128,529	Standard Telephones and Cables Ltd.	Method and apparatus for rolling a flat strip of material into a tubular member
1,176,605	Standard Telephones and Cables Ltd.	Method and apparatus for rolling a flat strip of material laterally into a tubular member
	November 16, 1970	
912,901	Agfa Aktiengesellschaft	Matting of photographic layers
929,122	Electroacustic Gesellschaft mit beschrankter Haftung	Echo sounding apparatus
1,080,967	AGF Industries Incorporated	Temperature responsive accelerator pump for a carburettor
1,190,138	Gummers Ltd.	Thermostatic mixing valves
1,075,774	I-H. J. Kabushiki Kaisha	Overhead travelling cranes
1,075,810	I-H. J. Kabushiki Kaisha	Method of manufacturing small castings of ferroalloy
1,079,079	I-H. J. Kabushiki Kaisha	Reversible transmission
1,049,307	Poclain	Mechanical excavators or other mechical earth working machines
1,049,308	Poclain	Mechanical ground levelling or grading machines
1,053,427	Poclain	Grab excavators or loaders
1,061,669	Poclain	Means for securing a digging tooth to earth working member of an earth working machine
1,063,980	Poclain	Earth working vehicles
914,435	Standard Telephones and Cables Ltd.	Radio transmitters
	December 3, 1970	
962,501	Standard Telephones & Cables Ltd.	Electrical connectors
999,201	Standard Telephones & Cables Ltd.	Semi-conductor switching circuits
1,057,261	Standard Telephones & Cables Ltd.	Electrolytic capacitors
1,088,793	Standard Telephones & Cables Ltd.	Electromechanical transducer
1,088,794	Standard Telephones & Cables Ltd.	Semi-conductor devices
1,119,126	Standard Telephones & Cables Ltd.	Sealed contact devices
1,120,900	Standard Telephones & Cables Ltd.	Electrographic apparatus
1,125,597	Standard Telephones & Cables Ltd.	Signal converters
1,126,635	Standard Telephones & Cables Ltd.	Releasable clip
1,136,218	Standard Telephones & Cables Ltd.	Manufacture of semi-conductor optical devices
	December 4, 1970	
817,586	J. Carpanini Ltd.	Liquid pouring devices for bottle and like containers
962,941	The Dow Chemical Company	Method for preparing linear polyarylene sulfide
1,031,337	Benjamin George Bowden	An improved vehicle frame
1,058,392	Etablissements Davey Bickford Smith & Cie Societe Anonyme Francaise and Francois Urban	Resistance testing device
1,069,445	Jean Durand	Process for covering an article with a metal foil wrapper
1,072,733	Aktieselskabet Grindstedverket	Citrus fruit derivatives
1,108,960	Institut Textile de France	Variable speed warp let-off motions
1,117,828	International Standard Electric Corp.	Selection systems for ciruits or electric equipment, and automatic telecommunication exchanges
1,131,622	International Standard Electric Corp.	Storage tube severs
1,152,616	International Standard Electric Corp.	Telecommunication switching systems
1,187,170	Georg Friedrich Giebler	Rear view mirror assembly for vehicles
1,191,082	Northern Electric Company Ltd.	Control circuit for latching relay

Any person who claims that the Patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller

The Patent Office

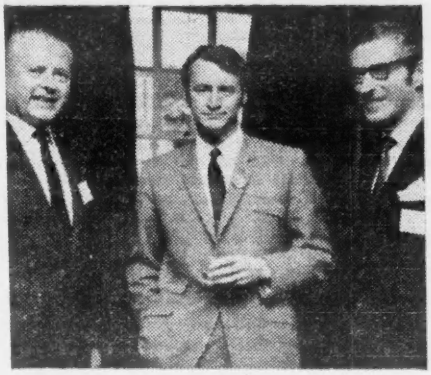
Treasury Broadsheet on the national income

THE FIRST of a new series of Treasury Broadsheets describing various aspects of the economy in plain words is now available.

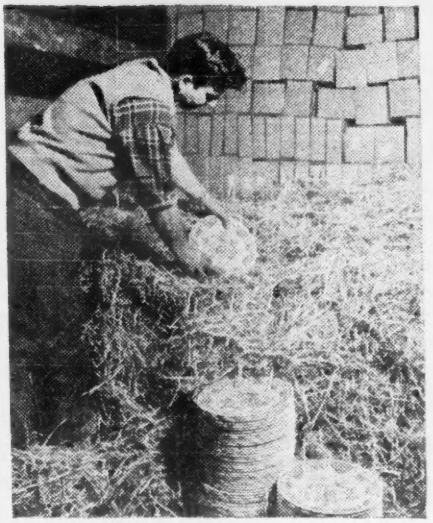
Entitled *The National Income*, this Broadsheet explains what is meant by 'economic growth', how national income, output and expenditure are made up and how national income is measured.

Treasury Broadsheets are designed for readers without specialized economic knowledge, and are available free. They are printed in colour and illustrated with bold tables and diagrams.

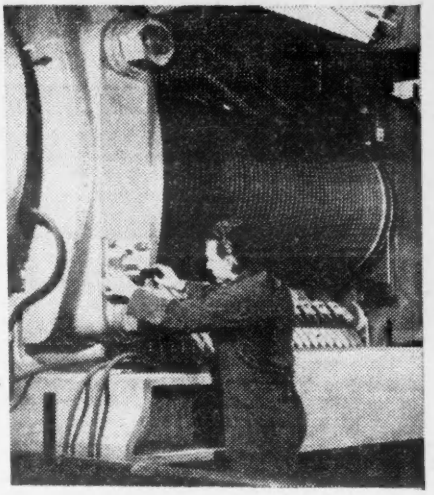
EXPORTERS IN PICTURES



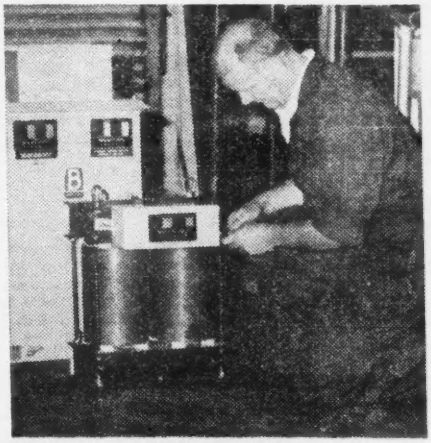
Photographed at a combined reception held for the Dundee Chamber of Commerce mission to New Zealand in November (left to right): Mr. Ralph Daniell, Minister (Commercial and Economics), British High Commission, New Zealand; Mr. M. S. Lumsden, marketing and sales executive for the sporting division of Accles & Pollock Ltd. and a member of the trade mission; and Mr. S. R. Hull, president of the Wellington Chamber of Commerce.



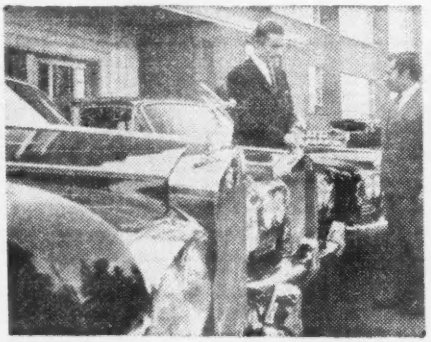
For some time Ridgway Potteries has been delivering its world-famous crockery and earthenware to the Continent loose-stacked and loaded by hand into road trailers. Such a fragile cargo is normally cocooned in protective packing but, says Alltransport, any breakages are 'highly unusual'. For one consignment – destined for Cologne – the earthenware was packed in tea chests and cartons; the flatware, such as plates and saucers, was individually stacked on a straw base in the trailer.



Fletcher and Stewart Ltd., of Derby, a manufacturer of sugar machinery, has been awarded a contract for the supply of a complete sugar factory for Modern Sugar Mills Ltd. of Pakistan. The contract is worth £1.34 million to the Derby company, and covers the manufacture and supply of equipment which cannot be produced in Pakistan. The factory is to be built at Sangle Hill, near Lyallpur in the Sargodha division of West Pakistan and will handle initially 1,500 tons of sugar cane per day. Provison is made for an extension at a later date.



One of a consignment of 57 saturable reactor/stepdown transformer units manufactured by Brentford Electric (a member of the GHP Group) being checked before despatch to Poland for use in the production of glass fibre.



The biggest single export order for Silver Shadow cars ever received by Rolls-Royce Ltd. has just been placed by the Hongkong and Shanghai Hotels Ltd., through Gilman Motors Ltd., the Hong Kong agents for Rolls-Royce. It comprises eight limousines for the use of guests of the Peninsula hotel, Hong Kong. The contract was signed recently in the boardroom of the Hongkong and Shanghai Hotels Ltd. Photo shows Mr. D. A. S. Plastow, marketing director, Rolls-Royce Ltd. motor car division, andMr. Kadoorie, director of Gilman Motors.

Mr. J. H. Swinson (left), chairman of The Livestock Marketing Commission for Northern Ireland, and Mr. J. J. B. McGahan, the Commission's market development officer, who flew to the Far East recently as part of a trade mission to explore the potential market for Ulster beef in Japan and Hong Kong. The five week tour had been sparked off by the decision of the Japanese Government – made in view of Ulster's disease-free record – to allow imports of meat from Northern Ireland.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at either the Regional Office covering their area or Hillgate House, 35 Old Bailey, London, E.C.4). The DTI, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the DTI require, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature, relating to the product which the businessman is proposing to sell.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

FRIDAY, DECEMBER 11

Several questions were asked on consumer consultative councils. In reply to an inquiry about the names of each consumer consultative council to which members were appointed in the electricity industry, Mr. Nicholas Ridley, Parliamentary Under Secretary of State for Industry answered that there were 12 electricity consultative councils in England and Wales. Each council consists of a chairman, whose salary is £2,100 per annum (paid as a part-time member of his Area Board) and between 20 and 30 members.

Electricity Consultative Councils	Number of Staff including Secretaries		Expenses of members†‡	Total cost†‡	Consumer complaints‡
	Full time	Part time	£	£	
London	3	1	223	6,203	469
South Eastern	4	—	1,338	9,016	920
Southern	—	2	1,106	3,750	165
South Western	3	—	1,002	8,603	647
Eastern	3	1	1,888	8,526	469
East Midlands	3	—	994	6,594	200
Midlands	2	2	1,301	8,306	546
South Wales	2	—	1,569	7,844	474
Merseyside and North Wales	4	—	1,629	7,853	660
Yorkshire	2	—	1,019	6,123	1,170
North Eastern	2	—	787	5,488	629
North Western	4	—	1,327	7,468	1,493

† These figures include expenses of local Consultative Committee members who are not members of the Councils
‡ Year ended March 31, 1970

Mr. Ridley gave the following information about consumer consultative councils in the coal industry.

Name of Council	Number of members	Salaries of Chairmen	No. of Staff	Expenses of members	Total cost for each Council
Industrial coal: Consumers' Council	28	Nil	Part-time services of three officers	£265	£3,200
Domestic coal: Consumers' Council	32	Nil		£1,150	£5,500

Asked about gas consultative councils, Mr. Ridley gave the following information: 'There are 12 gas consultative councils covering the Area Boards in the United Kingdom as set out below. Each council consists of a chairman whose salary is £2,100 per annum (paid as a part-time member of his Area Board) and between 20 and 30 members.

Gas Consultative Councils	Number of Staff including Secretaries		Members expenses†	Total cost ‡	Consumer complaints §
	Full time	Part time	(£)	(£)	(£)
Scottish	2	—	1,400	5,000	269
Northern	3	—	790	5,000	605
North Western	4	—	670	5,000	1,636
North Eastern	1	1	560	4,000	350
East Midlands	5	—	1,240	10,000	943
West Midlands	2	—	280	5,000	528
Wales	3	—	1,250	8,000	335
Eastern	4	—	910	7,000	2,097
North Thames	4	—	200	8,000	1,730
South Eastern	5	2	660	11,000	1,370
Southern	2	1	720	5,000	1,269
South Western	2	—	1,440	5,000	327

(†) Includes local committee members expenses
(‡) Year ended March 31, 1970
(§) Year ended March 31, 1970

In answer to further questions, Mr. Ridley said that the only consumer consultative council for the steel industry to which members were appointed by the DTI was the Iron and Steel Consumers' Council established by the Iron and Steel Act 1949, as revised and amended by the Iron and Steel Act 1967. They were at present a chairman and 29 members; the chairman received no salary; there were three staff (part-time); expenses of members totalled some £100 per annum; the total annual cost of the council was of the order of £4,865.

MONDAY, DECEMBER 14

Consumer Council

Mr. Ridley was asked whether the files or records of the Consumer Council were to be preserved after it ceased to function; where they would be kept; and for what purposes they would be retained. Mr. Ridley replied that the disposal of these papers was a matter for decision by the council; but he understood that the council intended to pass on to other organizations such of them as it would be proper and useful to hand over, and to destroy the remainder.

Government review of competition policy

'We shall be making a statement shortly about the outcome of the Government's review of competition policy, including our attitude towards mergers,' said Mr. Ridley in answer to a request for a statement on the Government's rôle in the field of industrial mergers and reconstruction.

Research and development contracts

A Member asked how many research and development contracts had been placed with research establishments in the North-East since June 30, 1970. Mr. Ridley answered that the Ministry of Technology and the Department of Trade and Industry had placed eight contracts, at a total value of £45,480, with research and development establishments in the North-East since June 30, 1970.

Former Ministry of Technology regional offices

Mr. John Davies, Secretary of State for Trade and Industry, was asked if he would make a statement on the future of the former Ministry of Technology regional offices. He said: 'I am considering the best form of regional organization for my Department, which is now responsible for the functions undertaken by the regional offices of the former Ministry of Technology and of the Board of Trade. I will make an announcement as soon as possible following consultation with the Staff Associations concerned.'

Mail order companies

Mr. Ridley, in answer to a question, said that he had received two or three complaints only under the Trades Description Act about delay on the part of mail order companies in delivering goods which had been paid for.

Misrepresentation in holiday brochures

Mr. Ridley was asked how many representations he had received under the Trades Description Act relating to alleged misrepresentation in holiday brochures. He answered that about a hundred letters were received during 1970 referring to the possibility that statements in holiday brochures might have contravened the Trade Descriptions Act. The duty of enforcing the Act rested upon local weights and measures authorities, to whom complaints had been re-directed.

Advertisements for hearing aids

A Member asked if action would be taken under the Trade Descriptions Act against those misrepresenting by newspaper advertisements the efficacy of hearing aids to solve the problems of the hard of hearing. Mr. Ridley answered: 'No, Sir. Local weights and measures authorities are under a statutory duty to enforce this Act and alleged misdescriptions should be referred to them for appropriate action.'

Coal production

Asked how much coal production had been lost as a result of the recent strikes in the coal industry, Mr. Ridley said that the NCB's estimate of direct loss between October 24 and November 21 was about 2.7 million tons. To this must be added the indirect losses to which the Minister for Industry referred in the debate on December 3.

Central heating

Mr. Ridley was asked whether, in view of the number of bankruptcies and failures among small central heating businesses, he would consider early legislation to protect the consumer. He answered that competition in the central heating industry and measures already taken by its trade associations provided safeguards for the consumer, but consumers would be well-advised to deal only with reputable companies.

Fast Reactor at Dounreay

In answer to an inquiry when the No. 2 prototype fast-breeder reactor, authorized to be built at Dounreay in 1966, would be completed; and what was the Government's future policy on such reactors, Mr. Ridley said that the Prototype Fast Reactor was expected to be on power by the end of 1972. If all went well, the first commercial station could be ordered in 1974 but no decision on this had yet been taken.

Mensforth Committee report

'The Mensforth Committee Report is at present with Her Majesty's Stationery Office for printing and will be published at the end of February 1971,' said Mr. Ridley in answer to a question.

Imports of gloves

Referring to the threat to British glove manufacturers from overseas competition and its effect on companies in development areas, a Member asked Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade if he would undertake to act when necessary to withdraw or modify the duty-free entry. Mr. Grant replied that the United Kingdom offer in the UNCTAD generalized tariff preference scheme retained the right to withdraw or modify duty-free entry for any product, including leather gloves, under this scheme if the new preference resulted in such increased imports as to cause or threaten serious injury to our own manufacturers.

ECGD advertising campaign

Mr. Grant was asked what estimate he had made of the cost to public funds of the current advertising campaign by the Export Credits Guarantee Department. 'There is ultimately no charge to public funds as ECGD's operations, including its advertising costs, are self-financing,' said Mr. Grant. 'In the current Financial Year £71,650 is provided under the Central Office of Information Vote for ECGD advertising, but this sum will be covered by ECGD receipts paid to the Consolidated Fund.'

British car industry and the EEC

Mr. Ridley was asked for a statement of the likely effects to the British car industry of Great Britain's entry into the Common Market. He answered: 'The effects will depend on the industry's response to the opportunities that membership of the EEC would offer. The industry themselves welcome the prospect of Britain joining the Community.'

United Kingdom contributions to international atomic energy organizations

Mr. Ridley was asked to state the amount of the United Kingdom financial contributions to the International Atomic Energy Agency, the European Nuclear Energy Agency and the European Organization for Nuclear Research, respectively. He replied that provision for United Kingdom financial contributions (including those of the United Kingdom Atomic Energy Authority) during the current financial year was as follows:

International Atomic Energy Agency	— £0.35 million
European Nuclear Energy Agency (including certain subsidiary activities other than specific projects)	— £0.13 million
European Organization for Nuclear Research (CERN)	— £6.76 million

Labelling of wine bottles

A Member asked Mr. Ridley when he expected to propose the amendments to schedule 4 of the Weights and Measures Act 1963 which were suggested in proposals circulated by the Board of Trade in January 1970, including the proposal to bring sherry and other wines within the requirements for marking capacity on the bottles. Mr. Ridley said: 'As I told the hon. Member for Coventry (South) on November 6, I am considering whether to require bottles to be marked to show the quantity of sherry or other wines which they contain. I am also considering what other changes to propose to the provisions of Schedules 4-7 to the Weights and Measures Act, 1963. I intend to consult organizations whose members would be affected by the proposed changes during 1971.'

Refusals of idc's

In reply to a question, on the number of industrial development certificates for buildings below 10,000 square feet refused between 1966 and 1970, Mr. Grant said: '406 in the period January 1, 1966 to August 30, 1970.'

Industrial development

Mr. Grant answered questions on industrial development in Scotland, Wales, Blaydon, Dumferline and Jarrow.

TUESDAY, DECEMBER 15

UK oil refining capacity

A request for an estimate of the current oil refining capacity in the United Kingdom, and an assessment of the need to expand capacity to meet future demands was answered by Mr. Ridley who said that crude oil refining capacity in the United Kingdom at the beginning of this year was estimated at about 108 million tons per annum. The demand for oil products was continuing to increase rapidly and there would be room for substantial additional United Kingdom refining capacity over the next few years.

Industrial development in Wales

A Member asked what percentage was the square footage of factory floor space granted by industrial development certificates to industrialists in Wales during the third quarter of 1970, of the total square footage of industrial development certificates granted in the whole of Britain during the same period. Mr. Grant replied: '6.6 per cent.'

Consumers' Association

Mr. Ridley was asked if a grant would be made to the Consumers' Association equivalent to that previously made to the Consumer Council. 'No', he replied, 'I am glad to say that Consumers' Association is a self supporting body.'

WEDNESDAY, DECEMBER 16

Electricity power cuts

The Secretary of State was asked to order an inquiry to investigate all aspects of the electricity power cuts and the need and manner of selectivity and considerations examined before decisions were determined; and what emergency schemes existed to protect priority supplies. He answered: 'No, but all concerned will be examining the experience of the past week to see what lessons can be learned.'

Industrial Liaison Centres

'No calculation of the overall cost benefit to industry of the Industrial Liaison Centres has been made by the Department of Trade and Industry,' said Mr. Grant in answer to a question.

Bolton Committee report

Referring to the concern in industry over the future of small firms, a Member asked Mr. Ridley if he would arrange for the publication of the Bolton Committee report at a much earlier date than that forecast by the former President of the Board of Trade in the last Parliament. Mr. Ridley answered: 'The Chairman of the Committee has told me that he is anxious to complete the Report with dispatch, but to bring forward its completion could only be done at the expense of proper consideration of the results of the major research projects which have been undertaken on behalf of the Committee.'

In answer to another question on the publication of the evidence submitted to the Bolton Committee on Small Firms in advance of the final report, Mr. Ridley said: 'It is not intended to publish the evidence presented to the Committee, much of which was given in confidence. However, many of the more important witnesses have themselves already published their main written submissions to the Committee.'

COLOUR BLOCKS FOR FRONT COVER

Colour cover blocks: *The Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available for front cover colour illustrations. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Parliamentary Answers on aviation and shipping

MONDAY, DECEMBER 14

Shipbuilding industries

Answering a question on Government's policy regarding the future of the shipbuilding and ship-repair industries, Mr. Grant, Parliamentary Under-Secretary of State for Trade, said: 'The review of shipbuilding policy and prospects is well advanced. As to ship repair, we have been awaiting further information from the industry.'

Turnhouse airport

Mr. Grant was asked what recent communications he had received from the British Airports Authority regarding their future responsibility for Turnhouse Airport. He answered that negotiations with the British Airports Authority on the transfer of Turnhouse were resumed in June. Officials of the Authority and the Department of Trade and Industry, in consultation with the Scottish Office, had been meeting frequenily with almost daily contact in the last few weeks. The target date for a transfer was still April 1, 1971.

Air fares

Mr. Michael Noble, Minister for Trade, was asked whether, before approving any fares in future which had been fixed by the International Air Transport Association, Her Majesty's Government would press for representation of the International Organization of Consumers' Unions on the International Air Transport Association, thereby avoiding such anomalies as calculating Scottish and Scandinavian fares as though the journeys were made via London. Mr. Noble answered: 'No. Consumer bodies should make their representations to governments, who have the ultimate responsibility in these matters. Loganair could have applied for lower fares between Scotland and Norway, with every chance of getting them, but did not choose to do so.'

Aircraft noise

A Member asked what sample noise tests were made to the east of London Airport, Heathrow, in the months of July, August and September 1970; where these were carried out and over what period; and how many aircraft produced noise that exceeded the specified limits. Mr. Grant replied that normal monitoring of noise from aircraft taking off was carried out at locations shown on a map he was placing in the Library. East of the airport such monitoring took place between various times on July 7 and 8; August 1-6, 13, 15, 16, 18, 19 and 22-29; September 7, 12 and 21-29. Eight infringements of noise limits by easterly take-offs occurred in July and 536 during August. In the latter month there was a higher than average number of easterly movements and a track-keeping problem emerged which was being discussed with the operators. Data for September had yet to be analysed.

TUESDAY, DECEMBER 15

Reports of oil at sea

A question was asked on the number of oil slicks recorded by the Coastguard Service during the first six months of this year; and how this compared with the number recorded during the first six months of last year. Mr. Grant answered that the Department recorded 193 reports of oil at sea or on beaches in the first six months of 1970, compared with 111 reports for the same period in 1969. However, the system of reporting had been extended between those two periods.

Aircraft noise

Mr. Michael Noble, Minister of State for Trade, told a Member who asked why the findings of the survey initiated by the Board of Trade in 1967 on the social effects of noise had not yet been published that the mass of data collected in the field in 1967 had had to be processed and priority given to any information that would be useful for such special purposes as the work of the Commission on the Third London Airport. The survey substantially confirmed the main findings of the Wilson Committee on Noise (Cmnd. 2056) and a report would be made public very soon.

Tidal gauges

Mr. Grant was asked what consideration the DTI had given to the installation of permanent tidal gauges in the Dover Strait and other shallow waters. He replied that a suitable gauge had not yet been developed but the Natural Environment Research Council was giving priority to the development of offshore tide gauges. Until such a gauge became available, it would be premature to consider possible sitings.

Location of airports

Mr. Noble was asked whether his Department would initiate a nationally co-ordinated policy for the location of airports in Great Britain. He answered: 'No, but preliminary economic studies are being undertaken by the Department in the light of which we can decide whether such action seems necessary.'

WEDNESDAY, DECEMBER 16

Night jet flights at Gatwick

Mr. Noble was asked what was the number of night jet flights at Gatwick between the hours of midnight and 6 a.m. from April 30 to October 31, 1970. He said that the number was 4,561. From April 1 to October 31, when the voluntary restriction of 4,950 movements was in force, there were 4,772 movements.

Purchases of foreign aircraft

The following information was given by Mr. Noble in answer to a question on foreign aircraft purchased by British airlines.

Year	No. of aircraft†
1965	8
1966	6
1967	4
1968	15
1969	10
1970 to date	10

† new and secondhand aircraft including helicopters; the number included for private airlines are estimated.

Third London airport

A Member asked Mr. Noble when he would announce the Government's decision on the siting of the third London airport. 'As soon as possible after the Report and Recommendations of the Commission have been received,' answered Mr. Noble. 'Time must, however, be allowed for a thorough study of the Report and for consideration of the views of those concerned.'

East German ships and aircraft

A Member asked 'why it is that ships registered in the German Democratic Republic may dock at British seaports but aircraft registered in the German Democratic Republic may not land in British airports?' Mr. Noble replied: 'While no act of government approval is necessary in order for foreign registered ships to dock at United Kingdom ports, such an act of approval is required for all services to and from this country by foreign registered aircraft. HM Government do not recognize the German Democratic Republic. It would therefore be inappropriate to negotiate with that body, for the operation of flights by aircraft registered there.'

ROMANIAN TRADE DIRECTORY
The first comprehensive and up-to-date directory covering all branches of Romanian economy Price 6 gns.
Publishers:
EAST EUROPEAN SERVICES
10 DAVIDS ROAD, LONDON, S.E.23
Telephone 01-699 3745

FOREIGN TRADE
Monthly Journal of the USSR Ministry of Foreign Trade
Available in the English language
on subscription £5 per annum (post free direct from Moscow)
ORDERS TO:
CENTRAL BOOKS LTD.
37 Gray's Inn Road, London WC1X 8PS

New Books

Swiss Market Survey. (3rd edition. 202 pages. Association for the Publication of the Swiss Market Survey, P.O. Box 720, 1001 Lausanne, Switzerland. S.Fr60). The International Chamber of Commerce in 1948 appealed to the business world to assist in promoting market surveys as a means of developing trade. This appeal led to the creation at ICC's Paris headquarters of a special committee to encourage the various National Committees to organize the publication of a series of Market Handbooks devoted to whole countries, and as a consequence this publication was issued. The 3rd edition is, according to the publishers, an improvement on the earlier ones and is divided into five chapters. Chapter I deals with the main elements of Switzerland's geography, the structure of its population and the organization of its political system. Chapter II is a systematic examination of the Swiss economy, providing details of the state of agriculture, various aspects of Swiss industries, foreign trade and the balance of payments. Chapter III deals with consumers and their spending habits and Chapter IV describes the organization of distribution and internal commerce, paying special attention to foreign trade, import regulations and marketing methods. The final chapter is a directory of organizations concerned with foreign trade, such as chambers of commerce, trade associations and export groups. Each chapter also contains a useful bibliography. A few guides to the Swiss market have been published in the past, but exporters considering this market will find this volume particularly useful and informative because of its convenient presentation and the depth of information which is provided.

Surveys of African Economies, Volume 3 (824 pages. International Monetary Fund, 19th & H Streets NW, Washington DC 20431, United States. $5.00; $2.50 to university libraries, faculty members and students. Payments in currencies other than United States dollars will be accepted) examines the national economies of Dahomey, Ivory Coast, Mauritania, Niger, Senegal, Togo and Upper Volta and continues the IMF studies of this important and economically diverse area of the world. Volume 2 covering East Africa was noted in the *Board of Trade Journal* for August 20, 1969 (p.494). The material contained in this volume is based mainly on published sources, supplemented by data gathered by IMF missions from the Central Bank and national authorities, who have authorised their publication. Since the seven countries share common interests and institutions, much of the information about them lends itself to a general analysis of these countries as a whole. Hence, following an introduction, chapters 2 to 6 deal with regional economic co-operation, development planning, money and banking, balance of payments and exchange controls in the seven West African countries, whilst chapters 7 to 13 analyse recent economic developments country by country. The volume is well served by up-to-date statistical material and is further enhanced by the inclusion of clear and informative maps.

Few topics have aroused as much interest and apprehension as that of the alleged technology gap between the United States and Western Europe. The influx of US companies into Europe over the past decade has probably done more than anything else to call into question Europe's technological competence. **The Technology Gap: United States and Europe**, prepared by The Atlantic Institute. (*Praeger Special Studies in International Economics and Development*. 170 pages. Praeger. £5 5s. (£5.25), attempts to provide a way of looking at the problem that may lead to meaningful responses by industry and government. The necessity to delve into many different disciplines in order to see the problem in its various aspects considerably complicates the task and invites concentration on the more significant factors and strategies which affect Atlantic technological relationships. The Committee for Atlantic Economic Co-operation, at its first meeting in New York in 1967, recommended to the Atlantic Institute that its next study project, in the economic field, should investigate the so-called technology gap between the United States and Europe. At about this time the Organization for Economic Co-operation and Development had completed its intensive study of the technology gap in nine industries (published by OECD in 1968-69) and had arrived at the rather unexpected conclusion that in any real sense the gap was not significant or, indeed, was non-existent. It was against this background of debate that the Atlantic Institute's 1968 Rome conference was convened, attended by some sixty distinguished industrial leaders and financiers. The papers in this volume are the result of that conference, some being background studies prepared for the meeting and others presented and read during the various sessions. This work is fully illustrated with statistical material from a wide variety of sources and is well served by documentary references and a select bibliography. However, as in many of these very excellent Praeger studies, the lack of an index does detract somewhat from the books usefulness to those for whom the volume provides much valuable source material.

Europe's Free Trade Area Experiment: EFTA and economic integration, edited by Hugh Corbet and David Robertson. (*The Commonwealth and International Library*. 284 pages. Published for the Graduate School of Contemporary European Studies, University of Reading and the Trade Policy Research Centre, by Pergamon Press. Hard cover £2 15s. (£2.75) SBN 08 016232 0; flexi-cover £2 SBN 08 016233 9). This volume is the published result of a seminar sponsored jointly by the above mentioned bodies held at Sonning-on-Thames in April 1969. The sponsors believed that there was a strong case for re-examining the free trade area approach to economic integration which had been consistently rejected by the EEC. First, EFTA had completed, two years before, the programme of trade liberalisation set out in the Stockholm Convention and, following the London meeting in 1968 of the EFTA Council, had embarked on a new work programme for improving still further the trading opportunities created by the association. Secondly, EFTA had been shown to work successfully, if somewhat undramatically. Reservations about the free trade area concept proved unwarranted. It was therefore thought that an examination of EFTA's progress could hold lessons for renewed efforts to achieve closer West European integration. From the standpoint of the UK, a reappraisal of EFTA's achievements, and the development of a new policy for developing the Association, may be important to the country's future. Topics covered in this collection include; British business attitudes towards EFTA; the role of the Free Trade Area; and the effects of EFTA on member countries. Full references to sources are included together with an extensive bibliography.

Britain's success in her current negotiations over entry into the EEC hinges to a great extent on the satisfactory conclusion of mutually beneficial arrangements concerning agriculture. The implications of agricultural policies – the industry's optimum size, its financial structure and support systems – range far beyond the European problem as such and involve considerations which affect the social and economic well-being of many countries throughout the world. These wide and complex issues are discussed in **Agriculture and Britain's Trade Policy Dilema,** by T. E. Josling (*Thames Essay No.* 2. 46 pages. Trade Policy Research Centre, 6 Buckingham Street, London, WC2. 10s. (50p). The author, a Lecturer in Economics at LSE, covers the topics in a concise and lucid series of chapters, well illustrated by many clear and informative diagrams and tables. This second volume of the *Thames Essays* series is intended for those who are already conversant with the basic elements of the situation and does assume a certain knowledge of economics on the part of the reader.

Handbook of Modern Marketing, edited by Victor P. Buell. (1504 pages. McGraw-Hill. £13 4s. (£13.20) SBN 07 008838 1). Designed to serve as a complete and authoritative reference work on all aspects of marketing activity, the *Handbook of Modern Marketing* comprises 20 sections and 120 chapters, each written by an American authority in its field. Cross references to related subject material are provided where necessary, and most chapters include a brief bibliography of suggested further reading. The *Handbook* has been written primarily from the viewpoint of, and for, producers of goods and services rather than for wholesalers and retailers; and it is intended to be useful to all levels of marketing management and to teachers and students of marketing. Executives in other fields, who need to familiarize themselves with aspects of marketing, should also find it useful. A particular feature is recognition of the fact that four major markets exist – consumers, industry, services, government – each requiring different knowledge and techniques, and a number of individual chapters deal specifically with one of these markets. Both traditional practices and newer marketing concepts and techniques are covered in the *Handbook*, and such topics as customer services, packaging, industrial design, ethical and legal aspects, finance, pricing, controlling marketing operations, brand names and specialty marketing receive detailed treatment.

BUDGETARY CONTROL AND STANDARD COSTS, by J. A. Scott. 6th edition. 334 pages. Pitman Publishing. £1 15s. (£1.75) ISBN 0 273 31471 8. QUESTIONS AND ANSWERS ON COMPANY SECRETARIAL AND ADMINISTRATIVE PRACTICE, by T. J. Lyon. *The Q. and A. series*. 96 pages. Butterworths. 12s. (60p) ISBN 0 406 62020 2.

TAXATION KEY TO INCOME TAX AND SURTAX, edited by Percy F. Hughes and J. M. Cooper. 70th edition. 248 pages. Taxation Publishing Co. £1 5s. (£1.25) (Full reference to: Capital Allowances Act 1968. Taxes Management Act 1970. Income and Corporation Taxes Act 1970. Finance Act 1970).

THE TECHNOLOGY FACTOR IN INTERNATIONAL TRADE, edited by Raymond Vernon. 503 pages. Distributed by Columbia Universities Press. £6 15s. (£6.75) ISBN 0 87014 208 9. (Universities – National Bureau Conference Series, No. 22).

Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
January 5-6	**Miscellaneous stores**	**No. 2 Building (adjacent to Indoor Bowling Green, Riverside, Chatham)**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101.)**

Bedford fire tenders; Coventry Climax featherweight pumps; fork lift trucks; oxy-acetylene welding and cutting sets; fire fighting equipment including fire suction hose, firemen's axes, salvage sheets, hose bandage, canvas buckets, haversack and pack supporting straps, aluminium extending ladders, etc.; large quantity of hand tools; machine tools; ball and roller bearings; wireless, telegraph and electronic equipment; cameras and photographic equipment; telescopes; binoculars; pocket and stop watches; wrist watches; clocks; compasses; large quantity of paint; clothing and textiles including greatcoats, trousers, blouses, shirts, white and coloured blankets, bedspread, curtains, mixed rags, carpets, rugs, mats, etc.; tyre and inner tubes; kitchen utensils; tableware; office and household furniture and numerous effects; ALSO 180 PLASTIC SHEETS 160 ft. by 90 ft. by 0·014 in. FOLDED AND ROLLED ON TWO ROLLERS AND CONTAINED IN WOODEN CASES.

January 12-13	**Heavy duty and road making plant, commercial and private vehicles**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)**

Heavy duty trucks by AEC and Leyland; Scammell breakdown trucks; excavators; mobile cranes; fork lift trucks; graders; dumpers; angledozers; agricultural tractors; hydraulic tippers; trailers various; refuellers; coaches; Mini Minors; Minibuses; Travellers; Bedford Utilecons; various makes of vans; Land Rovers; Ford Zephyrs; Anglias; Hillman Huskys; Austin saloons; Vauxhall Victors; Humber Hawks, etc.; motor cycles.

January 19-21	**Miscellaneous stores**	**Regional Depot, RAOC, Hereford**	**Russell, Baldwin & Bright (Dept. L), 20/21 King Street, Hereford. (Tel. 0432 4366.)**

Bedford fire tenders; Coventry Climax fire pumps; generating sets; telegraph, wireless and electronic equipment including electric motors, wireless receivers, electronic valves, signal generators, capacitors, dynamotors, transformers, electric cable, etc.; machine tools; garage test equipment; aircraft spares; steel cable drums; first aid, lighting and firefighting equipment; manila and sisal rope; rubber knee boots; ankle boots; vests, drawers; cotton fabric; household and office furniture; wooden boxes and cases; large quantity of paint, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only).

DEPARTMENT OF THE ENVIRONMENT

1971	Description of Goods	Location	Auctioneers
January 5	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

DEPARTMENT OF TRADE AND INDUSTRY

SHIP FOR SALE

Offers are invited for the purchase of the undermentioned tug 'as lying' at Great Harbour, Greenock:

'Bombshell'. Steel built 1945. G.T. 56. N.T. non-towing 17·9 tons and towing 1·8 tons. Length (B.P.) 66 ft., breadth (mld.) 18 ft. 6 in., depth (mld.) 8 ft. 6 in. Light displacement 101 tons. Engine: Single screw, diesel, by Newbury Diesel Co. Ltd., Newbury, Berks, BHP normal 350, maximum 385.

Copies of form of purchase agreement, further particulars, plan and authority to inspect can be obtained from the Department of Trade and Industry, Room 42, Parliament Square House, 34/36 Parliament Street, London, S.W.1 (Tel. 01-222 7060, Ext. 26).

Offers should be addressed to the Department of Trade and Industry, Room 43 at the above address in envelopes clearly marked 'Offer to Purchase "BOMBSHELL" ' and must be received not later than **noon** on January 14, 1971.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

FOR SALE

Stainless Steel Items. 46 in. Heavy Industrial Blower Unit. Shafting 2 in. to 9 in. Tanks, 10 to 800 gal. cap. Stop Cocks. Valves. Pumps. Tubes. 18 in. Round Ducting. Various Fittings, etc., etc.

Large quantity Electric motors, ⅓ to 20 h.p. 3/50/440. Variable Speed Gearboxes. Starters. Reduction Boxes. Switches. Transformers. Misc. Electrical Equipment. Hydraulic Pumps. Rams. Controls. Fittings, etc., etc.

H. F. & C. GODSMARK & CO.,
KING STREET WORKS, RIPON 3865, YORKS.

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1964	105	108·3	107	107	103	..	117	113	120	124	113	640	411	93	46
1965	108	111·7	115	114	105	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	103·6	140	130	143	145	142	157	23	75	41
1969	117	122·9	143	142	113	103·0	135	135	146	130	130	276	194	17	36
1968															
3rd quarter	116	120·7	135	135	112	103·2	138	129	143	142	138	88	53	13	9
4th quarter	118	122·3	138	138	113	104·1	145	146	159	143	139	116	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102·3	132	124	136	135	134	96	104	1	9
2nd quarter	116	123·3	141	141	113	103·7	133	136	145	129	127	65	33	– 3	–
3rd quarter	118	123·2	143	144	113	103·1	136	141	130	152	128	23	–12	– 6	10
4th quarter	119	123·5	147	146	114	103·0	136	140	152	127	131	92	70	– 9	16
1970															
1st quarter	117	123·7	149	148	114	103·2	132	138	140	115	131	–25	45	– 9	–41
2nd quarter	119	122·8	154	153	116	104·2	140	145	159 r	120	136	68	41 r	11 r	7
3rd quarter		123·9 p				104·6		147 p	154 p				18 p	7 p	26
1970															
May		121·3 r				105									
June		123·7 r				105									
July		121·9 r				104									
August		122·8 r				105									
September		124·7 r				104									
October		125·8 p				106									

	Orders	Prices and Costs					Labour			Trade		Balance of Payments current balance ‡
	Engineering industries orders on hand (end period)	Retail price Index		Wholesale price index non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports (‡)	
	at 1963 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,365	series in £ million
1964	119	107·0	3·3	103·9	101·9	148·6	362	221	24,566	114	105	–395
1965	123	112·1	4·8	106·8	104·6	157·9	308	265	24,785	115	113	– 77
1966	118	116·5	3·9	110·2	107·3	168·5	323	255	24,834	119	122	43
1967	108	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	126	–312
1968	108	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159	150	–319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	167	169	416
1968												
3rd quarter	107	125·7	5·6	119·3	112·8	187·7	547	189	24,292	161	154	– 27
4th quarter	108	127·2	5·6	120·4	113·1	191·0	532	202	24,348	160	159	– 63
1969												
1st quarter	111	129·7	6·2	122·3	114·1	194·7	532	198	24,364	163	159	13
2nd quarter	119	131·8	5·4	124·2	115·1	195·6	519	202	24,340	169	167	76
3rd quarter	116	132·0	5·0	126·1	116·5	197·8	547	200	24,268	168	173	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	177	174
1970												
1st quarter	119	136·2	5·0	130·1	120·6	209·0	561	192	24,280	172	184	213 r
2nd quarter	123	139·5	5·8	129·2	123·6	213·8	563	187		183	86 r	119 r
3rd quarter	123 p	141·1	6·9	126·9 p	125·7 p	219·0	592	185		177	78 r	73
1970												
May	119	139·5	6·1	129·3	123·6	214·3	560	187		176	177	
June	123	139·9	5·9	128·0	124·2	215·4	561	187		192	188	
July	123 p	140·9	6·7	127·5	125·0	217·2	593	186		143	189	
August	123 p	140·8	6·8	126·1	125·7	219·3	593	184		195	143	
September	122 p	141·5	7·0	127·1 p	126·2 p	220·5	589	187		192	203	
October	123 p	143·0	7·4	126·0 p	126·7 p	221·8	576	184		190 r	210	
November							579	176		196 p	196 p	
December							589 p	168 p				

† Not seasonally adjusted. (‡) The figures for 1970 include an addition of 2 per cent to the value of exports as an allowance for under-recording

Index of industrial production for October

THE PROVISIONAL index of production for October 1970, prepared by the Central Statistical Office, is 125.8 (seasonally adjusted). For manufacturing industry alone the figure is 129.4.

For the three months August 1970 to October 1970, it is provisionally estimated that production as a whole was 1.7 per cent higher than in the preceding three months, May to July 1970; for manufacturing industries alone there is an estimated increase of 2.0 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months.

Seasonally adjusted 1963 = 100

	Total all industries	Mining and quarrying	Manufacturing industries													
			Total	Food, drink and tobacco			Coal and petroleum products	Chemicals and allied industries	Total	Engineering and allied industries						
				Total	Food	Drink and tobacco				Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	56	749	84	55	29	7	64	313	90	10	68	15	81	49
1965	111·7	95·8	112·4	105·2	103·2	108·8	115·1	117·1	113·0	114·9	119·6	109·3	95·5	113·8	117·5
1966	113·2	90·1	114·2	108·7	106·8	112·3	121·8	123·4	116·0	122·6	121·9	120·6	93·2	111·7	110·3
1967	113·9	89·1	114·2	110·8	108·6	115·0	116·3	130·4	115·6	123·1	123·1	129·1	90·0	106·3	105·0
1968	119·8	84·8	121·4	115·5	112·3	121·6	126·4	140·0	122·4	125·5	134·7	137·4	86·8	117·2	113·4
1969	122·9	80·3	125·6	118·9	115·8	124·8	139·3	149·2	127·2	131·3	146·6	144·0	85·4	118·6	119·4
1968 3rd quarter	120·7	83·7	122·6	116·8	113·4	123·2	132·1	140·8	124·1	125·8	136·5	137·4	86·9	121·7	115·3
4th quarter	122·3	83·5	124·3	117·3	113·8	124·1	132·3	145·0	125·3	128·6	136·7	137·9	85·6	123·3	115·5
1969 1st quarter	121·8	81·8	123·7	116·0	114·0	119·8	139·4	144·8	124·5	128·2	143·0	141·7	85·3	113·7	120·3
2nd quarter	123·3	81·2	125·7	118·2	115·0	124·2	136·8	147·7	127·0	130·7	152·5	140·4	85·3	121·0	119·0
3rd quarter	123·2	81·2	126·3	118·7	114·5	126·9	138·7	151·8	129·2	132·8	147·9	148·5	84·8	121·6	118·2
4th quarter	123·5	76·9	126·7	122·1	119·2	127·8	142·8	152·7	128·1	133·8	143·1	145·2	86·0	118·3	119·8
1970 1st quarter	123·4	80·5	124·4	118·9	115·7	124·9	152·4	150·7	128·3	132·5	153·6	148·2	85·7	118·7	116·8
2nd quarter	123·4	79·3	126·2	120·1	113·8	132·1	144·7	157·8	127·4	136·0	158·9	145·8	84·5	111·2	119·5
3rd quarter	123·1	79·0	126·4	121·8	116·5	131·7	153·0	161·1	126·4	135·7	154·0	148·8	86·8	106·6	117·7
1970 May	121·3	78	126·4	119	114	127	149	156	124	132	143	140	84	113	116
June	123·7	78	127·2	123	114	138	148	156	129	137	173	145	84	115	118
July	121·9	79	124·8	122	115	136	152	163	123	124	148	151	86	106	115
August	122·8	79	126·1	118	117	119	152	159	129	138	151	144	87	116	122
September	124·7	80	128·4	126	118	141	155	162	127	145	163	152	87	97	115
October p	125·8	79	129·4	124	119	134	157	159	130	133	170	151	88	121	116
May-July (av.)	122·3	78	125·5	121	114	134	150	158	125	131	155	145	85	111	116
August-September (av.) p	124·4	79	128·0	123	118	131	155	160	129	139	161	149	87	111	118

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	60	46	14	88	56	4	27	29	19	10	21	59	25	127	68
1965	118·2	119·8	113·0	107·7	108·3	104·2	106·9	116·8	120·7	109·7	113·4	111·4	117·1	114·3	112·3
1966	111·3	112·4	107·7	106·8	107·6	101·5	105·8	115·8	117·8	112·2	109·6	114·6	119·8	115·3	116·9
1967	104·7	105·0	103·8	103·2	105·0	90·2	101·5	120·1	124·4	112·4	111·5	114·2	122·7	119·4	121·2
1968	111·1	111·2	110·8	113·1	119·2	93·3	103·7	127·3	130·3	121·8	118·5	118·3	135·2	121·8	128·2
1969	114·5	116·2	109·3	115·6	123·5	93·9	102·7	127·8	126·9	129·3	110·8	123·4	141·6	118·9	136·2
1968 3rd quarter	113·8	114·3	112·2	114·3	120·8	94·3	103·8	127·6	130·2	123·0	118·5	118·9	136·9	121·7	129·2
4th quarter	114·5	114·5	114·8	115·6	122·1	94·8	104·4	129·5	131·1	126·6	118·0	119·7	139·3	122·2	131·0
1969 1st quarter	114·7	115·1	113·2	115·3	122·7	96·7	103·1	127·6	126·7	129·3	111·1	121·2	136·5	118·4	139·9
2nd quarter	116·2	116·9	114·1	117·1	125·5	94·5	103·3	129·4	129·1	130·1	108·3	122·5	143·6	121·8	133·7
3rd quarter	112·5	114·0	107·6	115·1	122·4	93·9	103·1	128·0	127·5	128·9	110·5	124·8	145·7	118·2	132·4
4th quarter	114·3	118·0	102·5	114·9	123·2	90·9	101·3	126·0	124·2	129·2	112·8	125·2	141·1	117·2	138·9
1970 1st quarter	117·5	119·8	110·0	114·8	122·9	91·7	102·0	120·9	116·9	128·3	104·7	123·6	144·0	113·2	144·7
2nd quarter	115·2	117·0	109·5	115·6	123·2	93·9	103·0	121·5	123·4	118·1	113·4	120·6	142·6	115·7	141·8
3rd quarter	108·9	109·5	107·1	118·1	127·2	93·8	102·9	130·1	128·4	133·1	112·3	122·7	146·9	113·3	141·4
1970 May	116	117	114	115	123	96	100	118	122	113	104	121	141		133
June	114	116	107	116	123	93	106	128	125	134	117	121	140		135
July	109	109	108	117	126	95	102	127	126	129	102	123	141		143
August	108	108	110	119	129	94	103	131	129	136	112	120	146		141
September	110	112	103	118	127	93	104	132	131	134	123	125	154		141
October p	118	120	109	119	126	92	108	129	127	133	120	121			147
May-July (av.)	113	114	110	116	124	95	103	124	124	125	108	122	142†		133
August-October (av.) p	112	113	107	119	127	93	105	131	129	134	118	122	147†		143

† Latest available 3 months (July-September) and previous 3 month (April-June)

General assessment of the economic situation

From the article prepared by HM Treasury on the economic situation to be published in 'Economic Trends' for December. Note: Unless otherwise stated, this report is based on seasonally adjusted data.

Demand and output

THE GROSS domestic product picked up again in the second quarter after a temporary dip in the first quarter; and, on the preliminary indications so far available, the underlying level of gross domestic product will have shown a further, modest, rise in the third quarter. The industrial production index is provisionally estimated to have risen by nearly 1 per cent, thus making good the fall in the second quarter; and incomplete information points to a further, though rather smaller, increase in the output of the service industries.

As for the expenditure-based estimate†, an important expansionary element was consumers' expenditure which rose, compared with the second quarter, by some ¾ per cent. (There is no clear evidence yet of the trend of consumer's expenditure in the fourth quarter: retail sales by volume rose significantly in October – mainly reflecting very buoyant sales by clothing and footwear shops – but car registrations dropped back, possibly as a result of supply difficulties.) Following the recovery in the volume of manufacturing investment in the second quarter from the drop in the preceding quarter, there was, on the provisional estimates, a further small increase in the third quarter. Investment in the distributive and service trades (excluding shipping) also rose a little between the second and third quarters; although investment in shipping in the third quarter fell back from the erratically high level of the second quarter, it was still close to the average rate of the first two quarters of 1970 and above the average quarterly rate of 1969.

Interpretation of the figures for exports and imports and for stocks is complicated by the effects of the July dock strike. It is clear that the recorded figures for both exports and imports in the third quarter were reduced by the dock strike and its aftermath: the volume of merchandise exports was nearly 6 per cent below that of the second quarter and the volume of imports was 4½ per cent lower. There were delays in both inward and outward shipments, but there was still a greater backlog of exports than imports to be made up. Stockbuilding of materials and fuels by manufacturing industry in the third quarter was greater than recent quarterly increases apart from the second quarter, when the substantial increase may have been due in part to additional stockbuilding in anticipation of the dock strike. In view of the effects of the dock strike on exports, it is perhaps surprising that there was a small fall in stocks of finished goods held by manufacturing industry. Provisional estimates for the third quarter indicate an increase of £18 million (at 1963 prices) in total manufacturing stocks and an increase of £33 million in stocks held by the distributive trades.

There may have been a small upward movement in the underlying level of unemployment since the second quarter but the figures have been difficult to interpret because unusually large numbers of students registered for vacation employment in the summer. Other labour market indicators point to some easing in the pressure of demand for labour, which would be consistent with a relatively modest growth in output up to the summer of this year. There was a drop of about 7,500 in unfilled adult vacancies between October and November, and the downward drift of both employment and overtime working in manufacturing industry continued between September and October.

External position

The balance of payments on current account is estimated to have been in surplus by £73 million in the third quarter, after making allowance for the under-recording of exports. There was a deficit of £66 million on visible trade; it would have been smaller but for the effects of the dock strike (which left a greater backlog of exports than of imports at the end of September). The surplus on invisibles is provisionally estimated at £139 million (net invisible earnings have averaged about £150 million per quarter over the first three quarters of this year). There was a total currency outflow in the quarter of £202 million (not seasonally adjusted), as compared with an inflow of £227 million in the preceding quarter. In the two months following, the reserves have gained £57 million after published payments of £84 million to the IMF and other monetary authorities.

Recorded exports and imports were distorted in November, as in other recent months, by the aftermath of the dock strike last July. But the degree of distortion was probably less than before; the backlog of imports seems virtually to have been cleared, while arrears of exports are probably now small. Exports in November fell back from the exceptionally high level of October, reflecting the declining influence of shipments of arrears, and imports rose, mainly because of unusually high fuel imports; there was a deficit on visible trade of £16 million – excluding United States military aircraft and making a provisional addition of 2 per cent to exports for under-recording – compared with a surplus (on the same basis) of £41 million in October when exports were heavily swollen by arrears. The three-month comparisons are still affected by the aftermath of the strike: taking instead the five months July to November, the monthly rate of exports (by value) averaged 2 per cent higher than in the first six months of this year and imports nearly 4 per cent higher, giving an average monthly deficit of £7 million against a surplus of £3 million in the first six months. With the surplus on invisibles estimated to have been running recently at close to £50 million a month, the current account of the balance of payments continues in substantial surplus.

Costs and prices

Retail prices rose during 1968 and 1969 at an annual rate of over 5 per cent, compared with the longer-term average increase of about 3 per cent per annum. Since the autumn of last year the index of retail prices has risen by 7 per cent (this comparison refers to the three months ending October in 1969 and 1970). The factors underlying the rise of prices have, however, changed. The initial acceleration was mainly a result of the effects of devaluation on import prices and the associated increases in indirect taxation designed to promote the necessary transfer of resources to the balance of payments. Since last autumn, however, a different pattern has emerged. The factors previously operative have been absent, but there has been a very marked rise in costs resulting mainly from the fast rise in money wages at a time when profit margins were already low.

The strong rise in domestic prices over the past year has been accompanied by a rise in export prices. The latest period for which international comparisons are available is the second quarter of this year. In this period, export prices of United Kingdom manufactures were 5-6 per cent higher than a year earlier while those of the United Kingdom's main competitors (United States, France, Italy, Japan, and West Germany) are estimated to have risen on average, in $ terms, by some 7 per cent. Over a longer period, it seems that, in terms of export prices, United Kingdom manufacturers had, up to the second quarter of this year, retained the competitive advantage conferred by devaluation. While United Kingdom export prices (in $ terms) were about the same as in the third quarter of 1967, those of its competitors had, on average, risen by some 9-10 per cent.

For an international comparison of wage costs the second quarter of 1970 is also the latest available period. In this period unit wage costs in United Kingdom manufacturing are estimated to have been about 11 per cent higher than a year earlier. The corresponding increase (in $ terms) in those of the United Kingdom's major competitors was some 8-9 per cent. In the second quarter of 1970, unit wage costs of United Kingdom manufacturers are estimated to have been some 11 per cent lower, in relation to competitors' unit wage costs, than in the third quarter of 1967: this indicates that most of the advantage of devaluation in terms of unit wage costs had also been preserved.

†The expenditure-based estimate of gross domestic product in the first half of this year is to be revised upwards slightly to take account of the re-emergence of under-recording of exports. This is estimated to have been running at around 2 per cent in the early months of the year.

United Kingdom trade in November

SUMMARY

Visible trade balance

IN NOVEMBER, there was a deficit on visible trade of £16 million, seasonally adjusted and excluding United States military aircraft, and after making a provisional addition of 2 per cent to the value of exports on account of under-recording.¶ On the same basis there was a surplus of £41 million in October when, however, the export figure was greatly influenced by the making-good of shipments delayed by the dock strike in July.

The three-monthly comparisons are still affected by the aftermath of the strike but in the five months July to November there was a deficit averaging £7 million a month compared with a surplus of £3 million a month in the first half-year.¶

Exports and imports

Exports in November totalled £713 million fob seasonally adjusted¶ and imports were £810 million cif seasonally adjusted and excluding United States military aircraft. The making-good of arrears of shipments delayed by the July dock strike continued to affect the trade figures, but to a smaller extent in November than in earlier months; the remaining backlog on both exports and imports at the end of November was probably small. In the five months July-November, exports averaged £684 million a month, 2 per cent higher than the average of £672 million a month in the first half of the year; imports averaged £759 million a month, nearly 4 per cent more than the average of £733 million a month in the earlier period.

¶ All figures in this article for exports (except recorded figures in Table 1C and area and commodity analyses in Tables 2 and 3) and for the visible trade balance include an addition of 2 per cent to the value of exports as an allowance for under-recording in 1970. (See Note 2 (d).)

Table 1A

Seasonally adjusted values — £ million per month

	Exports fob§	Imports cif		Visible trade balance§†
		Total	Excluding US military aircraft, etc.	
1968	547 (536)	658	646	− 44 (− 55)
1969	615 (612)	693	677	− 7 (− 10)
1968 1st quarter	532 (521)	647	641	− 47 (− 57)
2nd quarter	516 (506)	642	633	− 64 (− 74)
3rd quarter	562 (551)	666	654	− 37 (− 48)
4th quarter	578 (567)	678	657	− 31 (− 42)
1969 1st quarter	577 (565)	676	659	− 30 (− 41)
2nd quarter	608 (596)	700	678	− 16 (− 28)
3rd quarter	631 (637)	695	680	+ 10 (+ 16)
4th quarter	645 (648)	700	693	+ 9 (+ 13)
1970 1st quarter	669 (656)	714	712	+ 22 (+ 9)
2nd quarter	675 (662)	758	755	− 16 (− 29)
3rd quarter	647 (634)	734	733	− 20 (− 33)
June	685 (672)	797	792	− 35 (− 48)
July	688 (675)	595	595	+143 (+130)
August	518 (508)	809	809	− 222 (− 232)
September	739 (724)	795	795	+ 19 (+ 5)
October r	763 (748)	791	788	+ 41(+ 26) p
November p	713 (699)	814	810	− 16 (− 30) p
June-Aug.	631 (618) ‖	734 ‖	732 ‖	− 38 (− 50) ‖
Sept.-Nov. p	738 (724)	800	798	+ 15 (+ 1)

† Excluding transactions relating to US military aircraft financed by Exim bank credit. (See note 2 (b).)

§ Including adjustments (which from May 1970 are provisional) for special factors affecting the recording of exports: figures excluding the adjustments are shown in brackets. (See Note 2 (d).)

‖ These three-monthly comparisons are greatly distorted by the effect of the dock strike on the run of monthly figures.

Table 1B. Three-monthly averages‡

Seasonally adjusted values — £ million per month

1969 December	645	700	693	+ 9
1970 January	658	698	694	+24
February	656	704	702	+18
March	669	714	712	+22
April	675	732	729	+ 8
May	697	736	734	+ 1
June	675	758	755	− 16
July	673	707	705	+30
August	631	734	732	− 38
September	647	734	733	− 20
October	673	798	797	− 54
November	738	800	798	+15

‡ Average of month shown and two preceding months. (See Note 2 (c).)

Table 1C

Recorded values — £ million per month

	Exports fob§	Imports cif	
		Total	Excluding US military aircraft, etc.
1968 1st quarter	522·3	665·1	658·6
2nd quarter	522·3	646·1	637·6
3rd quarter	524·3	649·3	636·9
4th quarter	575·7	672·0	650·8
1969 1st quarter	555·5	687·2	670·9
2nd quarter	618·8	706·0	684·1
3rd quarter	611·3	676·7	661·2
4th quarter	660·8	701·7	694·1
1970 1st quarter	649·5	715·4	713·5
2nd quarter	688·0	785·0	781·8
3rd quarter	608·5	719·3	718·8
September	672·9	796·2	795·4
October	717·1 r	823·2 r	820·8 r
November p	760·4	790·8	787·3

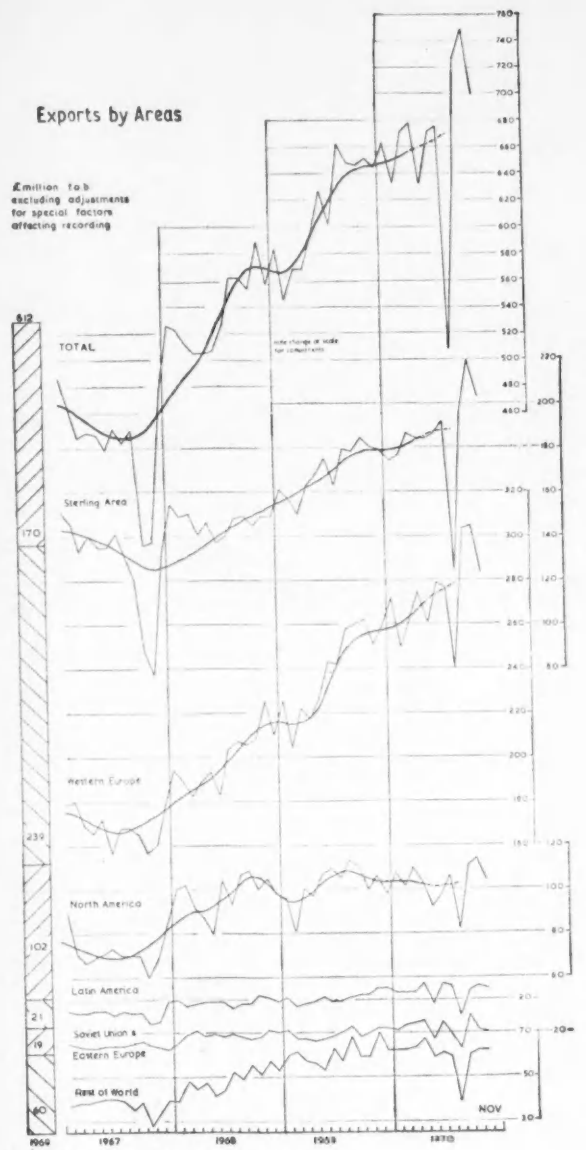
§ No adjustment has been made in this table for special factors affecting the recording of exports.

Table 2. Exports: Areas§ *(see chart on opposite page)*

Seasonally adjusted values — £ million fob per month

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union & Eastern Europe	Rest of World
			Total	EEC	EFTA				
1969	612	170	239	128	90	102	21	19	60
4th quarter	648	181	257	139	96	102	24	21	64
1970 1st quarter	656	180	262	139	102	107	23	23	63
2nd quarter	662	184	272	144	106	98	24	22	62
3rd quarter	634	171	271	145	103	100	21	20	52
September	724	196	303	158	118	111	24	28	60
October	748	219	304	164	115	114	26	21	62
November p	699	203	283	154	109	104	25	20	62
June-Aug.	618	167	265	143	100	95	22	19	53
Sept.-Nov. p	724	206	297	158	114	110	25	23	61

§ No adjustment has been made in this table for special factors affecting the recording of exports.



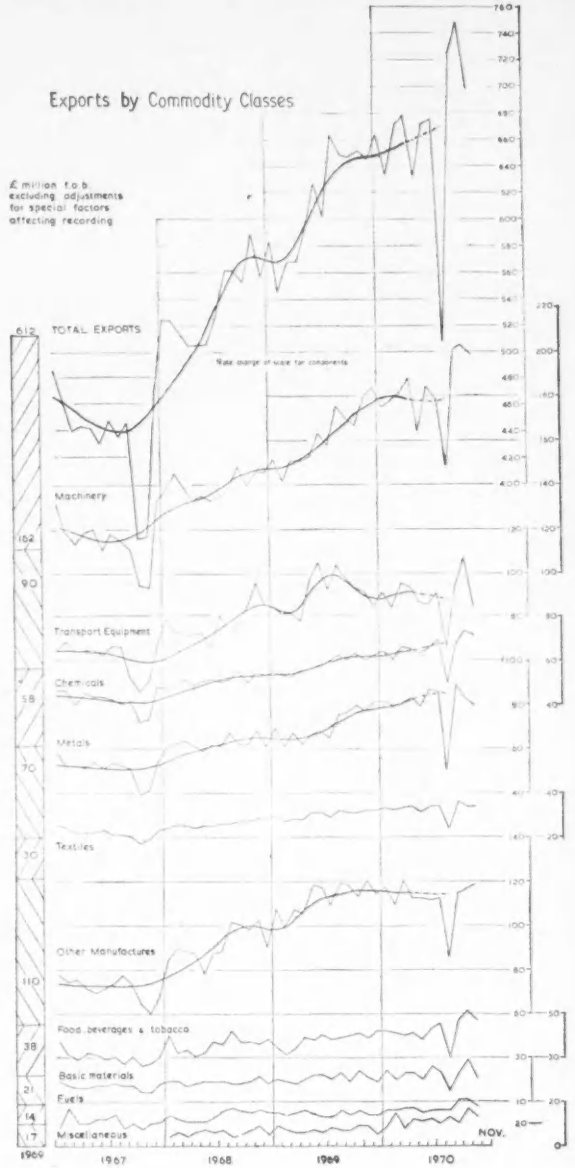


Table 3. Exports: Commodity classes§

Seasonally adjusted values

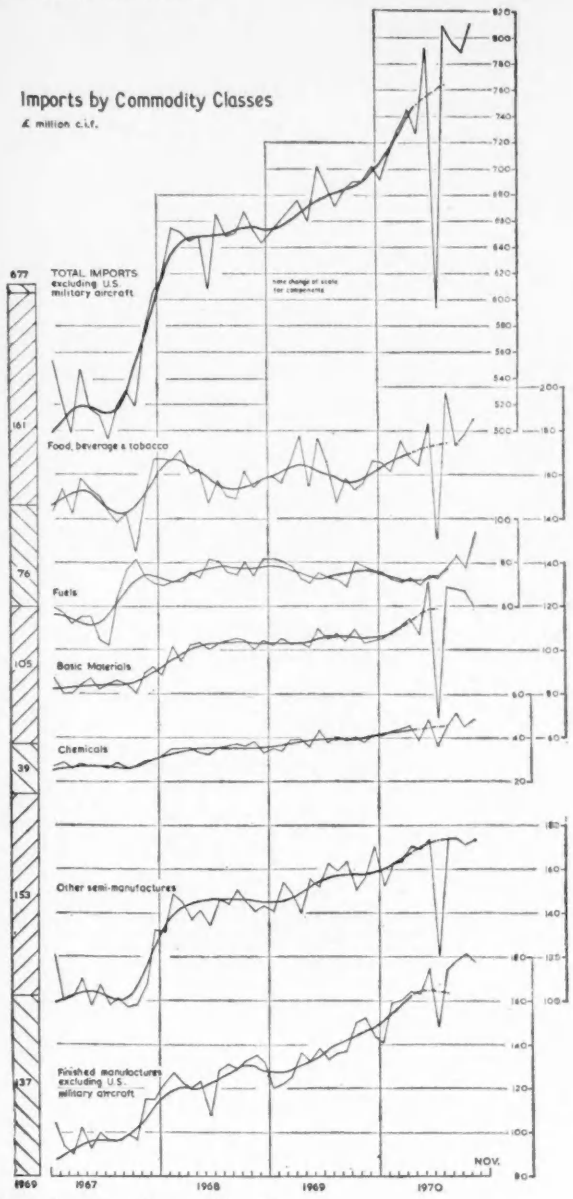
£ million fob per month

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
						Machinery and transport equipment								
					Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals & misc. metal manufactures	Textiles	Other manufactures	
1969	612	38	21	14	521	253	162	66	24	58	70	30	110	17
4th quarter	648	41	21	15	552	266	177	66	24	62	79	32	115	18
1970 1st quarter	656	41	22	16	555	266	178	70	22	63	80	33	115	21
2nd quarter	662	41	23	16	562	270	179	67	22	64	83	33	112	22
3rd quarter	634	41	20	17	532	261	176	64	16	61	75	31	104	21
September	724	47	23	21	607	299	201	71	19	67	89	36	114	21
October	748	51	29	21	613	309	203	79	25	73	83	34	116	27
November p	699	47	21	18	589	286	199	73	14	71	80	34	118	23
June-August	618	40	21	16	521	253	171	63	16	61	74	31	103	22
September-November p	724	48	24	20	603	298	201	74	20	70	84	35	116	24

§ No adjustment has been made in this table for special factors affecting the recording of exports.

(Continued on next page)

UK TRADE, *continued*



Invisibles

The surplus on invisibles is estimated by the Central Statistical Office to have been running recently at a rate close to £50 million a month.

General assessment

Imports and exports have both risen since the first half of the year though the precise trends of trade during the latest months are still obscured by the after-effects of the dock strike. The current account continues in substantial surplus.

The dock strike

Both the export and import figures continue to be affected by the aftermath of the dock strike in July. The distortion in November, however, was probably smaller than in preceding months; the backlog of imports seems virtually to have been cleared and for exports the arrears are now probably small.

Exports¶

Exports in November were £713 million fob seasonally adjusted. The decrease from the exceptionally high figure of £763 million in October reflected the declining influence in the figures of goods delayed by the July dock strike; the arrears markedly raised the level of exports in October but made a much smaller contribution to the total in November.

Despite the distortions in the monthly figures it is now clear that the trend in the value of exports has been rising slowly. In the five months July-November exports averaged £684 million a month, 2 per cent higher than the rate of £672 million in the first half of the year. Exports to Western Europe, the sterling area and North America were respectively 5, 3 and 1 per cent higher on average in July-November than in the first half of 1970. Exports to the remaining, mainly more distant, destinations have not fully recovered after the July strike and were on average 8 per cent lower than in the first half of the year. Machinery exports have continued to rise, with an increase of 4 per cent between the monthly averages in the two periods.

Imports

Imports in November totalled £810 million cif seasonally adjusted and excluding United States military aircraft. Much of the increase over the October figure is attributable to an erratically high figure for fuel imports.

The precise trend is still uncertain but total imports have risen since the first half-year. Over the five months July-November, imports averaged £759 million a month, about 4 per cent higher than the rate of £733 million a month in the first half-year. Among the majór commodity groups, fuel and finished manufactures accounted for most of the increase.

Import deposits

The collection of import deposits ceased after December 4. It is announced by HM Customs that gross receipts of import deposits in November were £50 million; repayments totalled £68 million.

Other factors in the trade balance

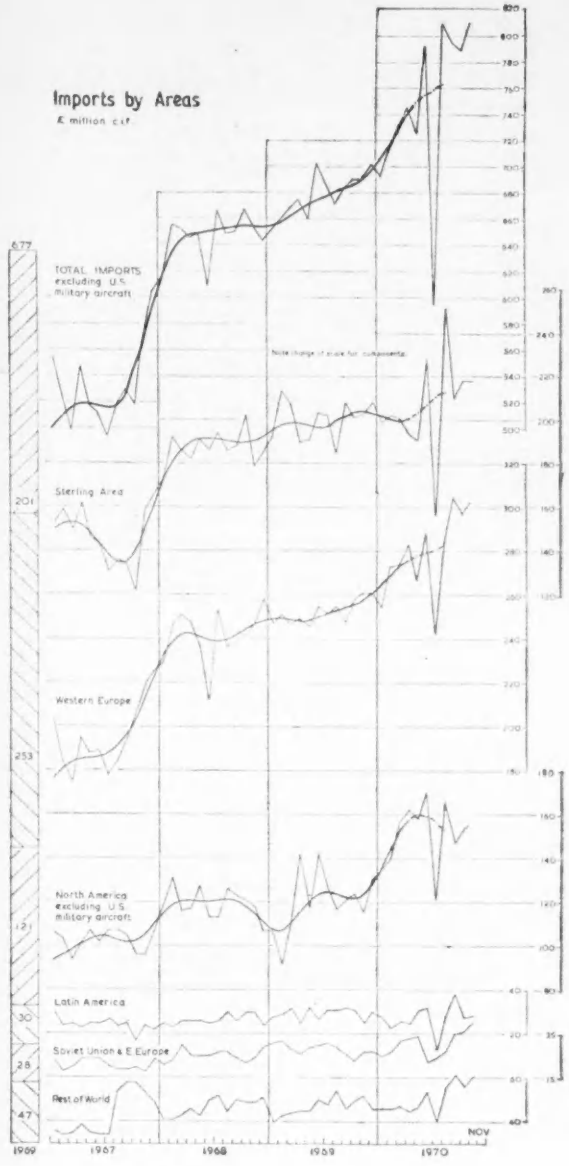
The net adjustments to the seasonally adjusted figures to derive

Table 4. Imports: Commodity classes

Seasonally adjusted values

£ million cif per month

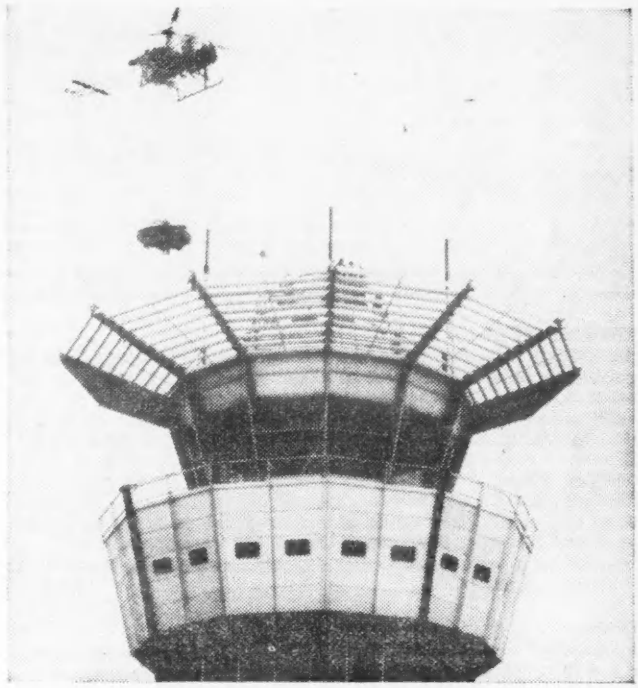
	Total	Total, excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1969	693	677	161	76	296	104	39	153	153	137	7
4th quarter	700	693	158	78	303	105	40	158	156	149	7
1970 1st quarter	714	712	168	74	309	107	43	159	155	153	9
2nd quarter	758	755	171	73	332	118	44	171	170	167	10
3rd quarter	734	733	168	79	307	108	44	156	168	167	9
September	795	795	173	83	352	128	51	174	178	178	8
October	791	788	178	78	343	126	45	172	184	181	9
November p	814	810	185	94	341	120	48	173	182	178	13
June-August	734	732	171	75	309	110	43	156	168	166	9
September-November p	800	798	179	85	346	125	48	173	181	179	10



the visible trade balance (explained in greater detail in Note 2 (a)), amounted to a credit of £81 million in November; the October figure was £66 million. The more favourable adjustment reflected higher exports of secondhand ships and a smaller total of new ships delivered to British owners abroad.

Visible trade balance

There was a deficit on visible trade in November of £16 million seasonally adjusted and excluding United States military aircraft. This partly reflected the relatively high import figure. In the five months July-November, the trade deficit averaged £7 million a month; in the first half of the year there was a trade surplus averaging £3 million a month.



The scanner assembly of a Decca ASMI (Airfield Surface Movement Indication) radar being lowered onto the control tower at Orly Airport, where the system is being installed. ASMI, which has been in use at London Airport for some years, provides Air Traffic Control staff with a flicker-free very high discrimination picture of runways and taxiways; aircraft and vehicles which may be together are seen separately against a map-like presentation of the airport surface.

Table 5. Imports: Areas

Seasonally adjusted values

£ million cif per month

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1969	693	677	200	252	137	121	30	28	46
4th quarter	700	693	204	260	131	124	29	25	49
1970 1st quarter	714	712	202	269	146	144	26	28	46
2nd quarter	758	755	205	279	167	164	29	30	48
3rd quarter	734	733	207	278	145	144	26	28	52
September	795	795	210	304	148	147	38	35	61
October	791	788	218	297	157	154	27	36	56
November p	814	810	218	303	159	156	28	40	61
June-August	734	732	213	272	154	152	24	24	50
September-November p	800	798	216	301	154	152	31	37	60

UNITED KINGDOM TRADE, *continued*

Calculation of visible trade balance (Note 2 (a))

Seasonally adjusted values — £ million per month

	Exports			Imports (excluding US military aircraft, etc.)				Visible Trade Balance§
	Overseas Trade Statistics basis§	Coverage adjustments	Balance of Payments basis§	Overseas Trade Statistics basis	Freight, insurance and other valuation adjustments	Coverage adjustments	Balance of Payments basis	
	(fob) (1)	(2)	(fob) (3)	(cif) (4)	(5)	(6)	(fob) (7)	(8)
1968	547	−24	523	646	−66	−13	567	− 44
1969	615	−27	588	677	−68	−14	595	− 7
1st quarter	577	−26	551	659	−68	−10	581	− 30
2nd quarter	608	−30	578	678	−68	−16	594	− 16
3rd quarter	631	−24	607	680	−68	−14	597	+ 10
4th quarter	645	−27	618	693	−68	−16	609	+ 9
1970 1st quarter	669	−26	643	712	−71	−19	621	+ 22
2nd quarter	675	−29	647	755	−76	−16	662	− 16
3rd quarter	647	−27	619	733	−78	−16	639	− 20
June	685	−27	659	792	−82	−17	694	− 35
July	688	−30	656	595	−63	−20	513	+143
August	518	−24	493	809	−86	− 9	715	− 222
September	739	−28	710	795	−86	−20	690	+ 19
October	763	−32	731	788	−83	−16	690	+ 41
November	713	−26	687	810	−87	−21	702	− 16

Figures in columns 3 and 7 are the result of applying the respective adjustments to columns 1 and 4. Column 8 is the difference of columns 3 and 7. Components and totals throughou are rounded independently.

§ These figures are after adjusting for special factors affecting the recording of exports (see Note 2 (d)).

CURRENT ACCOUNT

In addition to visible trade, the current account of the balance of payments includes net invisible earnings. These are estimated by the Central Statistical Office to have been running recently at a rate close to £50 million a month. During 1969 they averaged £46 million a month and in the first three quarters of this year £50 million a month.

The third element making up the full current account is the payment for United States military aircraft. These payments, which differ from the value of arrivals, averaged £2 million a month in the second half of 1969 and nearly £1 million a month in the first three quarters of this year. Payments in November were £3 million. These payments have been made largely out of corresponding loans from the Export-Import bank.

NOTES:

1. Detailed particulars of United Kingdom imports and exports are due to be published on December 29† and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade‡ for January, due to be published on or about January 27.

2 (a) Visible trade balance

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together.

The visible trade balance is obtained by making a number of adjustments to the figures recorded in the monthly Trade Statistics. Some are valuation adjustments, the principal of which is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). These adjustments are described in greater detail in the annual 'Pink Book', 'United Kingdom Balance of Payments 1970' (Table 8 and pp. 68-71).

A run of recent figures summarizing the adjustments is given above.

2 (b) Purchases of United States military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in 'Economic Trends'.

2 (c) Three-monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

2 (d) Recording of exports

The Secretary of State for Trade and Industry announced in the House of Commons on November 16 that some under-recording of exports had re-emerged this year. The text of his announcement and an article on under-recording were published in *Trade and Industry* of November 25, 1970. From the checks made of the lodgment of export documents against ship and aircraft manifests during the course of this year, it has been estimated that from January to April, about 2 per cent of exports were not recorded. The previously published figures for total exports for each of the months January to April have therefore been increased by this proportion.

Preliminary results of subsequent checks suggest a continuance of under-recording at about the same rate. On the assumption that the deficiency has continued throughout the period at this rate, a similar increase has been applied provisionally to the seasonally adjusted total export values in the months up to November. Further results from manifest checks will in due course show whether this provisional adjustment needs to be modified.

The figures in this article for total exports (except in Tables 1C, 2 and 3) and for the visible trade balance have been adjusted to compensate for the estimated under-recording. It is not possible to make estimates of the extent of under-recording on exports to different areas or of different commodity classes, and the figures in the Overseas Trade Statistics will not be adjusted.

For an account of special factors relating to the earlier under-recording of exports and net figures of adjustments on this account up to October 1969, see the article on United Kingdom Trade in April on page 1392 of the *Board of Trade Journal* for May 20, 1970.

† Overseas Trade Statistics of the United Kingdom, November 1970, HMSO, price £1 10s. 0d. (Annual subscription £19 4s.).

‡ Report on Overseas Trade, published by HMSO price 6s. (Annual subscription £3 16s.).

United Kingdom balance of payments in the third quarter

THE FOLLOWING is a summary of an article prepared by the Central Statistical Office, on the United Kingdom balance of payments in the third quarter of 1970.

Current balance

The *current account* is estimated to have been in surplus by £73 million (seasonally adjusted) in the third quarter, after making allowance for under-recording of exports†.

The estimated deficit of £66 million on *visible trade* was swollen by the effects of the dock strike in July, and was somewhat higher than the corresponding deficit for the second quarter (now put at £47 million).

The surplus on *invisibles* is provisionally put at £139 million. Higher charter rates again led to a greater increase in shipping debits than in credits. Expenditure on foreign travel by United Kingdom residents increased markedly, but earnings from travel continued to rise. Present estimates now indicate that net invisible earnings averaged some £150 million a quarter over the first three quarters of the year.

£ million

	1969	1970		
		1st qtr.	2nd qtr.	3rd qtr.
CURRENT ACCOUNT				
Seasonally adjusted				
Visible balance	− 141	+ 65	− 47	− 66
Invisibles	+557	+148	+166	+139
Current balance	+416	+213	+119	+ 73
CURRENCY FLOW				
Not seasonally adjusted				
Current balance	+416	+205	+139	+ 38
Investment and other capital flows	− 35	+444	+249	− 185
Balancing item	+362	+266	− 161	− 55
Total currency flow	+743	+915	+227	− 202

Total currency flow

There was a total currency outflow in the third quarter of £202 million (not seasonally adjusted), compared with an inflow of £227 million in the previous quarter. Current transactions are affected adversely by seasonal influences in the third quarter, and before seasonal adjustment the current account was in surplus by £38 million. Investment and other capital flows amounted to a net outflow of £185 million. On present estimates there is thus a residual negative balancing item of £55 million.

Investment and other capital flows

The main components of investment and other capital flows are summarized for recent periods in the following table. The main changes compared with the previous quarter were on private investment transactions, gross balances of sterling area countries and the foreign currency transactions of United Kingdom banks. Changes in other groups were small.

£ million

	1969	1970		
		1st qtr.	2nd qtr.	3rd qtr.
Official long-term capital	− 98	− 49	− 38	− 20
Private investment transactions	+ 74	+ 50	+ 85	− 13
Balances (gross) of sterling area countries	+258	+215	+208	+ 27
Foreign currency transactions of United Kingdom banks	− 106	+117	+103	− 84
Import and export credit	− 160	− 56	− 57	− 53
Other capital transactions	− 3	+167	− 62	− 42
Total investment and other capital flows	− 35	+444	+249	− 185

Within private investment transactions, overseas direct investment in the United Kingdom was very low in the third quarter, with a small amount of net disinvestment over inter-company accounts following the very large inflows earlier in the year; United Kingdom private investment overseas was well up on the previous two quarters but the increase was partly financed by higher foreign currency borrowing and also included one large transaction involving an exchange of shares with overseas residents (which led to offsetting overseas portfolio investment in the United Kingdom). The gross balances of sterling area countries rose by £27 million following the exceptionally large increases in each of the two previous quarters. This change was in line with the usual seasonal pattern: indeed it is somewhat unusual for these balances to increase in the third quarter. In contrast to the second quarter, when United Kingdom banks switched a further part of their assets from foreign currency into sterling, by the end of the third quarter the banks had reverted to holding net assets in foreign currency; however, this switch out of sterling by the banks was partly offset by their lending to United Kingdom companies for domestic purposes, which has increased rapidly since the beginning of the year.

Official financing

The currency outflow was financed by official borrowing of £150 million and drawings on the official reserves of £52 million.

(†) In view of the re-emergence of under-recording of exports (see article in *Trade and Industry* of November 25, 1970) 2 per cent has been added to the figures of exports derived from the recorded values of trade for the first three quarters of 1970. This allowance is based on the results of checks against ship and aircraft manifests covering the months up to April together with preliminary results of checks for May to August. It has been provisionally assumed, subject to modification when the results of checks for later months are available, that under-recording has continued at the same rate throughout the period. Throughout this article all figures quoted for the visible balance and the current balance therefore allow for under-recording of exports.

Table 1. Summary balance of payments

£ million

	1968	1969				1970		
		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.
A. Current account	Seasonally adjusted								
Visible trade	− 643	− 141	− 123	− 63	+ 27	+ 18	+ 65	− 47	− 66
Invisibles	+ 324	+557	+136	+139	+126	+156	+ 148	+166	+139
CURRENT BALANCE	− 319	+416	+ 13	+ 76	+153	+174	+ 213	+119	+ 73
B. Currency flow and official financing	Not seasonally adjusted								
Current balance	− 319	+416	− 25	+146	+132	+163	+ 205	+139	+ 38
Investment and other capital flows	− 1,010(†)	− 35	+ 72	− 32	− 48	− 27	+ 444	+249	− 185
Balancing item	− 81	+362	+225	− 32	− 131	+300	+ 266	− 161	− 55
TOTAL CURRENCY FLOW	− 1,410	+743	+272	+ 82	− 47	+436	+ 915	+227	− 202
Allocation of special drawing rights (+)	—	—	—	—	—	—	+ 171	—	—
Gold subscription to IMF (−)	—	—	—	—	—	—	—	—	—
Total of above	− 1,410	+743	+272	+ 82	− 47	+436	+1,086	+227	− 202
Financed as follows:									
Official borrowing drawn (+)/repaid (−)	+1,296	− 699	− 252	− 93	+ 43	− 397	− 1,010	− 193	+150
Official reserves (drawings on, +; additions to, −)	+ 114	− 44	− 20	+ 11	+ 4	− 39	− 76	− 34	+ 52

(†) Includes EEA loss on forwards −251.

WHOLESALE PRICE INDEX NUMBERS

Materials and output prices rise in November

THE PRICE INDEX for basic materials and fuel used in manufacturing industry rose sharply in November by 1¼ per cent. The major elements in the increase were higher prices for food and drinks materials (partly seasonal) and for coal. The marked increases in the index for September and November have together slightly more than offset the falls which have taken place in other months since the previous peak in March this year. These increases have been concentrated among food materials and coal; the November price index for materials (excluding fuel) used in industries other than food, drink and tobacco was still over 4 per cent below March. Output prices of home market sales of manufactured products continued to rise in November with nearly half of the increase of over ½ per cent resulting from a sharp rise in prices for food products. Rises in the index numbers for tobacco and manufactured fuels also contributed significantly to the increase. During the past three months the index for all manufactured products has risen by about 1¾ per cent on provisional figures, compared with a rise of 1½ per cent during the previous three months.

Materials and fuel used in broad sectors of industry (Table 1)

Increased prices for a number of both home and imported commodities contributed to the rise of 2 per cent in the provisional food materials index for November, with higher prices for fish and tea having the most impact. The index numbers for the chemicals industries, the textiles industries and paper industries rose by about 1½ per cent; these sectors were particularly affected by the increased coal prices and the textile industries also by higher raw wool prices. The mechanical engineering sector index rose by about 1 per cent mainly as a result of higher prices for steel products, while that for electrical engineering fell by about the same amount mainly because of reductions in the prices of copper products. Other index numbers for broad sectors of industry, including housebuilding and construction materials, rose between ¼ and ½ per cent in November.

Output of broad sectors of industry: Home Sales (Table 2)

Output prices in the food sector rose by nearly 1¼ per cent compared with the previous month. While most product groups increased, higher prices for animal and poultry foods accounted for about half the total rise. In the non-food sector the most marked rise was, again, in the output prices of the steel industry which rose by a further 2 per cent. This, coupled with the rise shown last month, reflects the general increase in steel prices which took place in the middle of October. All the provisional index numbers for other non-food sectors increased by up to about ¼ per cent.

Table 1. Price index numbers of materials purchased 1963 = 100

1968 SIC		1969		1970			1969	1970							
		3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	Nov.	Apr.	May	June	July	Aug.	Sept.	Oct. p	Nov. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY														
Orders III to XIX	Basic materials and fuel used in manufacturing industry:	121·4	124·1	126·3	126·1	124·9	124·4	126·8	126·4	125·3	125·0	123·9	125·8	125·7	127·3
	Basic materials	121·8	124·7	126·7	126·5	124·9	124·9	127·2	126·8	125·5	125·1	123·7	125·8	125·7	126·7
	†Fuel	119·8	120·9	124·0	124·0	124·8	120·9	124·0	124·0	124·0	124·4	124·7	125·1	125·1	130·3
Orders IV to XIX	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries	126·1	127·3	130·1	129·2	126·9	127·5	130·4	129·3	128·0	127·5	126·1	127·2	126·3	127·3
	Basic materials other than fuel	127·5	128·7	131·5	130·5	127·4	129·0	131·9	130·6	128·9	128·3	126·4	127·6	126·6	126·6
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY														
211-229	Food manufacturing industries	112·4	118·0	119·4	120·8	121·6	118·3	120·4	121·2	120·6	120·9	120·5	123·3	124·6	127·1
Order V	Chemicals and allied industries	116·8	118·7	120·7	122·4	123·7	118·9	122·1	122·3	122·8	123·5	123·4	124·2	125·7	127·9
311 and 312	Steel industries	116·9	118·8	123·3	125·2	127·8	118·7	124·1	125·7	125·8	126·2	126·4	130·8	130·5	131·2
Order VII (excluding Order IX	Mechanical engineering industries	126·8	130·7	136·6	138·8	137·2	130·6	139·6	139·0	137·8	137·2 r	136·9 r	137·3	137·6	138·7
	Electrical engineering industry	149·5	153·3	158·7	159·1	150·7	153·4	162·8	159·4	155·0	153·0	149·9	149·2	147·5	146·4
361	Electrical machinery industry	137·5	141·6	147·5	150·6	147·0	141·7	151·5	150·9	149·4	148·0 r	146·7 r	146·4	146·1	146·4
Order XIII	Textile industries	103·4	102·8	103·6	104·2	104·3	102·7	103·8	104·3	104·4	105·0	104·4	103·6	102·4	104·1
Order XV	Clothing and footwear industries	116·3	116·8	117·6	119·9	121·6	116·7	119·4	119·9	120·5	121·2	121·6	122·0	122·2	122·4
Order XVII	Timber industries	127·8	129·3	131·6	134·0	135·6	129·3	133·4	134·1	134·5	135·1	135·6	136·1	136·6	136·9
481-484	Paper industries	121·8	123·6	129·4	131·5	135·5	123·8	130·6	131·6	132·1	135·0	135·6	135·9	136·1	137·9
Order XX	Construction materials	119·9	121·9	124·9	128·2	130·4	121·9	127·4	128·2	128·9	130·0	130·5	130·6	132·1	132·5
Part of Order XX	House building materials	122·3	124·1	127·1	130·2	132·9	124·2	129·3	130·1	131·2	132·4	133·1	133·2	134·5	134·8

† Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonising are included in basic materials

NOTES ON WHOLESALE PRICE INDEX NUMBERS

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in the *Board of Trade Journal* of February 25, 1970.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, DTI, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries for price index numbers should be made to 01-222 7877, Ext. 3549 (Engineering), 3548 (Non-Engineering) and 3411 for all other information.

Table 2. Price index numbers of output **1963 = 100**

1968 SIC		1969		1970			1969	1970							
		3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	Nov.	Apr.	May	June	July	Aug.	Sept.	Oct. p	Nov. p
Orders III to XIX	OUTPUT OF MANUFACTURED PRODUCTS All manufactured products: Total sales	121·3	122·7	125·1	127·6	129·7	122·6	126·9	127·6	128·3 r	129·0 r	129·6	130·3	130·9	131·5
	Home sales	120·3	121·7	124·2	126·6	128·7	121·6	126·0	126·6	127·3	128·0	128·6	129·4	130·1	130·9
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco: Total sales	118·9	120·5	122·9	125·8	128·0	120·3	125·2	125·9	126·4	127·3	128·0	128·6	129·2	129·6
	Home sales	116·5	118·0	120·6	123·6	125·7	117·9	122·9	123·6	124·2	125·0	125·7	126·4	127·2	127·7
	OUTPUT OF SELECTED BROAD SECTORS OF INDUSTRY:														
211-229	Products of the food manufacturing industries: Home sales	118·8	120·6	124·1	126·3	129·4	120·5	125·2	126·0	127·6	128·4	129·1	130·6	131·4	133·2
Order V	Chemicals and allied industries: Total sales	109·9	110·3	112·0	114·2	116·4	110·2	113·7	114·2	114·7 r	116·0 r	116·6 r	116·6	117·1	117·2
	Home sales	106·7	107·4	108·3	110·3 r	112·3	107·4	109·8	110·4	110·7 r	112·1 r	112·3 r	112·6	113·3	113·4
311 and 312	Steel industries: Total sales	114·7	119·0	127·1	129·8	130·2	119·0	129·8	130·2	129·5	129·7	130·1	130·7	132·5	134·6
	Home sales	114·3	118·7	127·2	130·0	129·6	118·4	130·4	130·4	129·3	129·3	129·5	129·8	132·0	134·7
Orders VII to XII	Engineering and allied industries: Total sales	120·2	122·0	124·5	128·1	130·1	121·8	127·3	128·2	129·0	128·7 r	130·4 r	131·1	131·6	131·8
	Home sales	118·3	120·2	123·3	127·2	129·3	120·1	126·3	127·2	128·2	128·7 r	129·2 r	130·0	130·7	131·0
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	120·9	122·8	126·3	130·3	133·5	122·7	129·4	130·0	131·5	132·5	133·5	134·5	135·1	135·2
Order IX	Electrical engineering: Home sales	117·3	119·3	121·7	126·0	127·7	119·3	124·5	125·9	127·5	127·3 r	127·5 r	128·2	128·8	129·2
Order XIII	Textiles industries: Total sales	113·1	113·9	114·6 r	116·4	117·9	114·1	116·1	116·4	116·7	117·6	118·0	118·1	118·2	118·4
	Home sales	111·8	112·4	113·1	115·3	117·1	112·4	114·8	115·3	115·8	116·7	117·1	117·4	117·5	117·7
Order XV	Clothing and footwear Home sales	111·8	112·3	113·3	114·6	115·7	112·3	114·2	114·7	115·0	115·4	115·6	116·0	116·8	117·0
Order XVII	Timber industries: Home sales	123·2	124·2	127·2	129·7	132·0	124·2	129·0	129·5	130·5	131·5	132·0	132·6	133·4	133·6
481-484	Paper industries: Home sales	118·7	120·8	125·7	128·2	132·6	120·8	127·8	128·1	128·8	130·7	132·9	134·1	134·7	134·9
Order XX	New construction‡	124	124	126	131					131			133 p		

‡ Index of building costs figures relate to average for the quarter

Table 3a. Commodities produced in the United Kingdom **1963 = 100**

1968 SIC		1969	1970			
		Nov.	May	Sept.	Oct. p	Nov. p
101	Coal	117·6	124·8	127·4	131·9	144·7
102/2	Slates	120·6	120·6	120·6	120·6	..
109/3	Salt	97·2	93·9	98·9	104·6	104·6
211	Flour	122·5	122·5	122·5	122·7	124·6
216	Sugar, refined	95·1	93·8	94·9	94·4	95·3
217	Chocolate and sugar confectionery	125·7	133·4	138·6	138·9	139·3
231	Beer	140·2	145·3	146·0	146·0	146·0
240	Tobacco and cigarettes	138·4	138·4	138·8	139·0	140·0
262	Motor spirit, standard grade (including duty)	146·5	146·5	147·5	147·5	149·3
262	Medium fuel oil (950 secs.)	108·1	108·1	115·1	115·1	121·4
263	Lubricating oil and greases	111·1	113·3	114·4	115·0	115·0
271	General chemicals	104·7	106·3	108·5	108·5	108·4
272	Pharmaceutical chemicals	96·8	104·0	107·7	107·7	107·7
272	Pharmaceutical preparations	95·0	96·4	97·4	97·5	97·8
273	Toilet preparations	124·2	129·6	133·6	135·7	135·8
274	Paint	104·8	110·6	111·8	116·5	116·5
275	Soap	124·3	130·6	134·5	134·7	134·7
275	Soapless detergents	108·9	108·8	112·5	113·0	113·0
276/1	Synthetic resins and plastics materials	97·3	99·5	100·5	100·8	101·1
279/7	Photographic paper and films and photochemical materials	118·4	119·6	124·7	124·7	124·9
311/2	Steel sheets	109·9	121·9	121·9	125·1	128·1
311/2	Tinplate	115·9	126·5	126·5	130·5	134·2
311/2	Other finished steels	119·7	131·5	130·5	132·6	134·9

(*Continued on next page*)

NRDC

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance.

NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere.

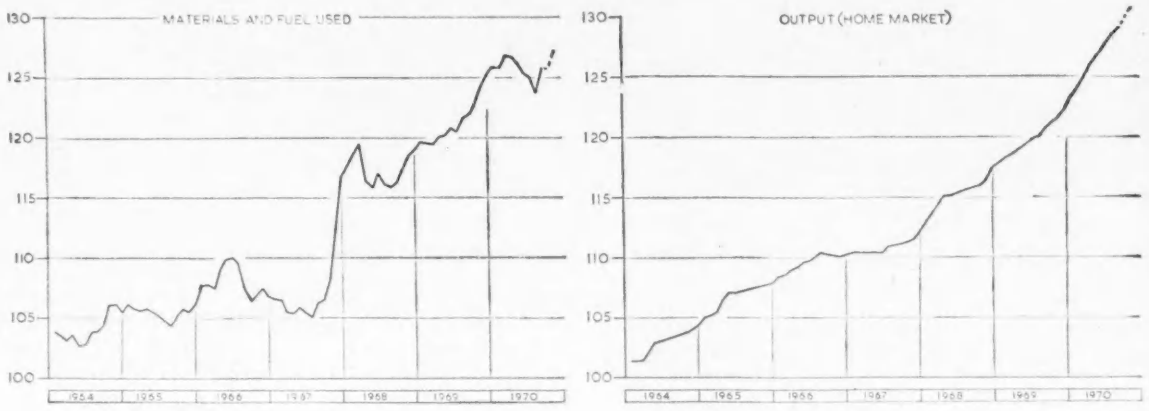
NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance.

The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, S.W.1, or by telephoning 01-828 3400.

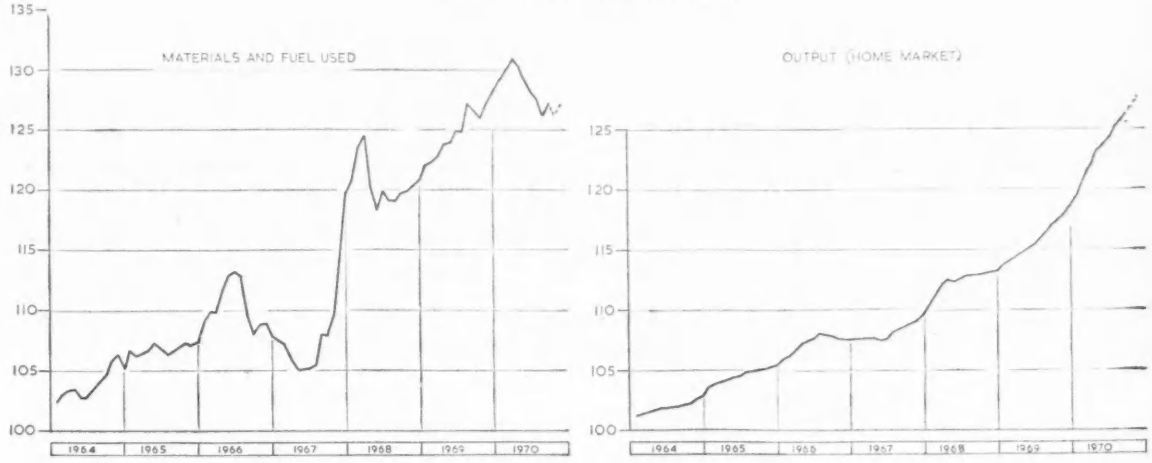
WHOLESALE PRICE INDEX NUMBERS. *continued*

WHOLESALE PRICES INDEX NUMBER 1963 = 100

ALL MANUFACTURING INDUSTRY



MANUFACTURING INDUSTRY
(Other than food, drink and tobacco)



FOOD MANUFACTURING INDUSTRY

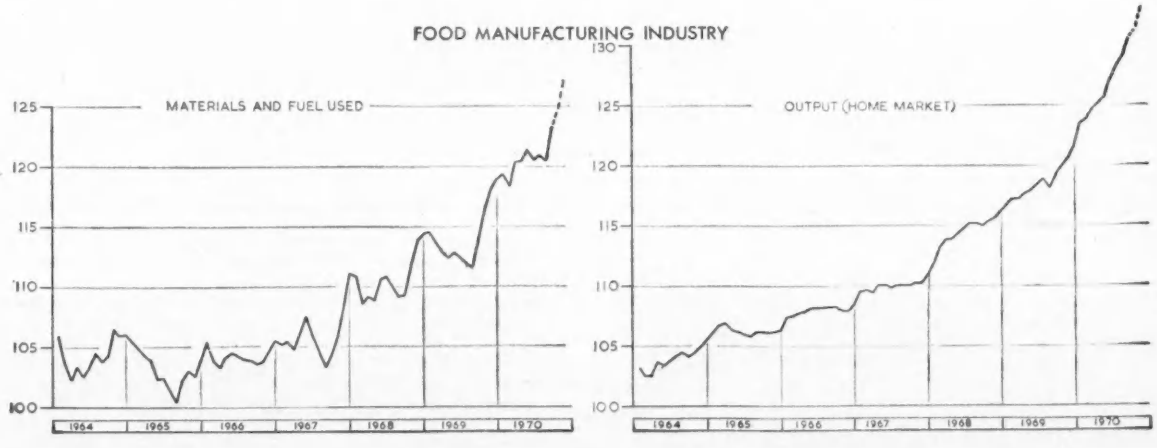


Table 3 (a) (*Continued*) Commodities produced in the United Kingdom **1963 = 100**

1968 SIC		1969 Nov.	1970 May	Sept.	Oct. p	Nov. p
312	Steel tubes	124·2	139·7	139·9	142·6	146·7
313/3 and 313/4	Iron castings	119·2	127·9	131·0	131·9	133·0
321	Aluminium and aluminium alloy products:					
	Rolled	139·1	141·9	143·2	143·2	148·9
	Extruded and drawn	137·8	140·7	142·1	142·1	152·0
	Castings	142·1	153·3	153·0	153·0	153·0
	Forgings	124·3	129·6	133·4	133·4	133·4
322	Brass ingot 65-35 B.S. 1400: B.3 delivered	265·9	284·2	236·7	229·7	219·0
331	Agricultural machinery	119·4	126·8	129·0	129·5	129·5
353/1	Dental goods	135·4	135·3	140·8	140·4	140·5
365/1	Gramophone records, etc.	103·3	104·6	106·5	106·5	106·5
368	Domestic electrical appliances	105·3	108·4	112·0	112·1	112·1
391	Tools and implements	128·3	136·0	140·0	143·2	143·8
392	Cutlery, spoons and forks	124·3	130·2	132·6	133·2	133·2
	Cutlery (other than razors and razor blades)	131·2	136·2	136·2	136·3	136·3
	Spoons and forks	144·3	157·3	157·3	159·7	159·7
399/6	Domestic hollow-ware	146·5	157·9	160·3	160·5	166·0
399/7	Vats, tanks, cisterns and other industrial hollow-ware	118·7	129·7	132·7	132·7	132·7
411	Man-made fibres	87·6	88·9	90·8	91·0	91·0
412, 414/5 and 415	Man-made fibres yarns	102·0	107·3	110·9	111·4	111·4
412/1	Cotton and cotton mixture yarns	136·2	143·7	145·0	146·8	..
413/1	Cotton cloth	135·5	143·4	147·6	147·6	..
413/5	Man-made fibres fabrics	109·2	113·1	115·4	115·6	115·7
413/6	Linen	127·8	134·3	140·9	140·9	140·9
414/1	Wool tops	84·4	83·8	76·4	73·4	75·4
414/2	Worsted yarn	99·0	103·2	100·1	97·4	98·0
414/5	Woollen fabric	113·9	114·5	115·4	115·5	115·7
415/1	Jute yarn	151·8	154·6	157·9	157·9	157·9
415/2	Jute piece-goods	147·0	147·0	147·0	147·0	147·0
416	Rope, twine and net	100·4	104·6	105·8	107·9	108·2
417	Hosiery and other knitted goods	99·1	98·6	99·6	99·6	99·8
419	Carpets and rugs	115·3	119·6	121·0	121·1	121·1
422/2	Canvas goods and sacks	112·6	110·0	116·7	116·7	116·7
431/1	Leather for footwear	139·0	135·8	135·7	..	..
432/1	Travel goods	120·1	124·0	126·9	126·9	126·9
441-449	Made-up clothing	112·1	114·0	115·5	116·5	116·7
441	Weatherproof outerwear	107·1	107·9	109·5	110·8	110·8
442	Men's and boys' tailored outerwear	110·2	112·2	112·3	114·1	114·1
443	Women's and girls' tailored outerwear	114·5	117·4	119·0	119·5	120·3
445/1	Women's and girls' light outerwear	115·2	115·6	117·6	117·7	117·7
450	Footwear	112·5	116·2	116·8	117·0	117·1
461/1	Refractory goods, including bricks	120·7	122·9	127·7	128·1	128·1
461/2	Non-refractory goods, including bricks	113·9	117·2	127·0	127·5	127·5
	Building bricks, fletton, common, *delivered*	120·7	125·9	145·8	145·8	145·8
	Building bricks, common, other than fletton, *ex-works*	121·4	126·4	136·0	136·0	136·0
462/3	Domestic china and earthenware	131·6	141·4	145·3	145·3	145·3
463/1	Glass (other than containers)	112·8	117·9	125·1	125·1	125·1
463/2	Glass containers	114·6	117·2	124·4	124·4	128·0
464	Cement delivered	115·8	126·9	126·9	137·7	137·7
469/1	Abrasive paper and cloth	120·2	120·2	128·8	128·8	128·8
469/2	Cast stone and cast concrete products	111·5	113·7	118·4	123·0	123·2
471/1	Home-grown hardwood, sawn	115·5	118·5	123·2	123·4	123·7
471/2	Building joinery	131·0	138·3	141·6	142·4	142·9
472	Domestic furniture	122·1	126·5	129·2	130·4	130·4
473	Bedding, etc.	122·3	129·0	134·0	134·1	134·1
481	Paper and board	119·4	126·4	131·1	131·3	131·4
482/1	Cardboard boxes, cartons and fibreboard packing cases	126·0	134·8	142·5	142·8	143·0
482/2	Packaging products of paper, etc.	118·9	124·2	128·9	131·5	131·5
	Paper bags	115·3	121·3	131·5	131·4	131·3
483	Manufactured stationery	123·3	129·3	138·9	139·5	140·3
484/1	Wallpaper	124·1	142·8	142·8	142·8	142·8
491/1	Rubber tyres and tubes	113·6	121·7	122·4	122·7	122·7
491/2	Rubber goods (other than —tyres and tubes)	118·5	123·8	128·5	129·2	129·4
492	Linoleum and felt base	132·1	139·9	139·9	139·9	139·9
493	Brushes and brooms	116·3	126·0	126·7	126·8	127·0
494/1	Toys and games	119·7	127·4	128·5	128·6	128·6
494/2	Perambulators, etc.	122·8	124·4	125·1	126·2	127·9
494/3	Sports equipment	114·8	116·9	117·1	118·1	..
495/1	Pens and pencils	117·0	117·4	118·3	119·5	121·5
495/2	Other stationers' goods	115·4	118·1	123·0	123·0	127·7
496/2	Plastics products (other than components and accessories)	95·2	98·3	99·6	99·8	101·0

(*Continued on next page*)

HARD ENAMEL BADGES ★ CUFF LINKS
CRESTED PEWTER TANKARDS
MEN'S WEAR ACCESSORIES
LEATHER AND PLASTIC BACKED CAR KEY FOBS
Custom made for sales promotion depicting company logos, trade marks, town crests, universities, etc.
MANHATTAN-WINDSOR GROUP
STEWARD STREET, BIRMINGHAM 18, ENGLAND
Telephone: 021-454 6404 **Telex: 338633**

WHOLESALE PRICE INDEX NUMBERS, *continued*

Table 3 (b). Commodities wholly or partly imported into the United Kingdom **1963 = 100**

	1969	1970			
	Nov.	May	Sept.	Oct.	Nov.
Hide and skins	154·1	135·7	128·7	126·4	128·2 p
Imported	146·6	136·1	128·5	128·6	132·0
Native	164·3	135·1	129·0	123·4	123·0 p
Non-ferrous metals:					
Aluminium, virgin ingot delivered	141·8	144·4	144·4	144·4	144·4
Copper, ex-ship, wharf or warehouse†	294·6	288·7	225·3	207·8	196·0
Lead, ex-ship, wharf or warehouse†	210·5	208·9	189·9	190·1	186·6
Nickel, refined, delivered§	162·1	187·0	187·0	191·2	194·2
Tin ingot, min. 99·75%†	169·5	174·0	169·5	170·8	168·2
Zinc, ex-ship, wharf or warehouse†	170·5	160·8	165·3	163·4	161·0
Oil, resins and gums:					
Palm oil, c.i.f., in bulk	112·5	131·8	113·6	119·8	129·8
Whale oil, crude	150·1	176·9	175·8	177·5	178·1
Pyrites, c.i.f., UK ports	159·7	149·7	153·8	153·8	153·2
Natural rubber	99·9	90·2	81·9	78·4	82·9 p
Sulphur, crude (for acid making, c.i.f.	166·9	124·9	124·9	124·9	124·9

	1969	1970			
	Nov.	May	Sept.	Oct.	Nov.
Textiles:					
Cotton, raw	103·8	106·5	109·3	109·9	111·5
Jute, raw, PWC grades, c.i.f. Dundee	157·6	164·4	158·8	156·0	156·0
Jute, raw, PWB grade, c.i.f. Dundee	143·0	150·9	146·5	144·9	145·9
Silk, raw, delivered mill	148·7	168·0	165·0	164·8	167·4 p
Sisal, East Africa, No. 1 grade, c.i.f. London	51·6	46·1	44·0	43·0	42·3
Wool, raw	79·1	78·1	70·2	66·9	69·7 p
Crossbred, medium and coarse, c.i.f. UK	65·0	68·5	61·4	60·6	62·7
Crossbred, fine, c.i.f. UK	79·6	76·3	70·9	67·1	70·8
Merino, c.i.f. UK	87·2	84·3	74·8	69·6	73·3
Timber:					
Imported hardwood (ex-yard or wharf)	134·3	138·8	139·9	140·0 p	140·1 p
Imported plywood (delivered to consumers)	138·5	143·1	142·9	143·1	..
Imported softwood (delivered to consumers)	134·3	137·5	140·3	140·8	..
Woodpulp, imported	130·1	139·5	147·0	146·6	147·0 p

† L.M.E. settlement price
§ Producers' price

INDEX NUMBERS OF WHOLESALE PRICES

The index numbers of wholesale prices relating to 1963 = 100 *supersede those previously published on the base* 1954 = 100. *For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the DTI will continue to publish indices relating to materials used in broad sectors of industry on the base* 1954 = 100 *until December* 1971. *From January* 1969 *the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the* 1963 = 100 *Series. For users of other* 1954 *based index numbers who wish to continue the series in this way, conversion factors will be provided on request.*

Price index numbers of materials purchased **1954 = 100**

1958 SIC		1970		
		Sept.	Oct. p	Nov. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY			
Orders III to XVI	Basic materials and fuel used in manufacturing industry	128·8	128·7	130·3
	Basic materials	123·9	123·8	124·8
	Fuel	166·0	166·0	172·9
Orders IV to XVI	Basic materials and fuel used in manufacturing industry other than food, drink and tobacco manufacturing industries	130·5	129·6	130·6
	Basic materials other than fuel	124·3	123·2	123·3
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY	125·4	126·7	129·2
211 to 229	Food manufacturing industries			
263 to 277	Chemicals and allied industries	133·5	135·0	137·3
331 to 349 (excluding 342)	Mechanical engineering industries †	181·4	181·8	183·2
361	Electrical machinery industry ‡	176·5	176·1	176·4
Order X	Textile industries	100·8	99·6	101·3
Order XIV	Timber industry	150·7	151·3	151·7
481 to 483	Paper industries	143·6	143·8	145·7
Order XVII	Construction materials	159·9	161·8	162·3
Part of Order XVII	House building materials	163·5	165·0	165·4

†Revised Index number for July 1970=181.3.
‡Revised Index numbers for July 1970=178.4 and August 1970=176.8.

Retail sales in Northern Ireland

THE INDEX of retail sales in Northern Ireland for September was 111, (1965 = 100), an increase of 6 per cent on September 1969. In the third quarter of 1970 sales were 5 per cent higher than in the third quarter of 1969, much the same increase as a year earlier as was on average recorded in the first half of the year.

After allowing for price changes, the estimated volume of sales in September 1970 was marginally lower than in September 1969.

Index numbers of the value of sales and percentage increases on a year earlier for the main groups of traders in September, and in the third quarter, are shown below. More detailed information can be obtained from the Ministry of Commerce, Index of Retail Sales Room 311, Linenhall Street, Belfast 2 (Tel. Belfast (0232) 34488,, Ext. 215).

	3rd quarter 1970		September 1970	
	Index No. 1965 = 100	Percentage increase	Index No. 1965 = 100	Percentage increase
Value of sales by:				
All kinds of business	117	5	111	6
Food shops	126	5	119	4
Non-food shops	111	5	107	7
Of which clothing and footwear shops	109	14	108	19
Durable goods shops	129	17	126	21
Miscellaneous non-food shops	111	–1	101	–2
Departmental and general stores	99	4	107	14

New companies registered in Northern Ireland

IN THE MONTH of November 1970, 29 private companies with a total nominal capital of £354,800 and one private company limited by guarantee and not having a share capital were registered in Northern Ireland.

During the period January-November 319 companies with a total nominal capital of just over £2,878,000 were registered as compared with 265 companies with a total nominal capital of almost £2,956,000 registered in the same period in 1969.

Steel consumption and stocks during the third quarter

Consumption of steel

HOME CONSUMPTION of finished steel in the third quarter of 1970 is finally estimated at 4,068,000 tons (5,570,000 tons ingot equivalent); after adjustment for normal seasonal variations this represents an increase of 2·3 per cent compared with the previous quarter. This is a fairly substantial revision from the provisional assessment made a month ago when the figures suggested an increase of just under one per cent. However, as shown in Table 1, the previous quarter's consumption was unusually low and there is no clear departure from the average rate of consumption current over the five quarters to mid-1970.

The greater cover of returns now available enables an account to be given of the apportionment of consumption between industries. The largest increase in tonnage consumed (after seasonal adjustment) was in the mechanical engineering industry where there was a return, after a marked dip in the second quarter, to about the level achieved in the last quarters of 1969 and 1970; there was a similar recovery in shipbuilding steel consumption after a dip in the second quarter; consumption for railways and rolling stock was at its highest since the third quarter of 1965. Consumption by the motor vehicle industry fell for the third quarter in succession to reach a level roughly the same as two years earlier; there were also falls in the coalmining and miscellaneous categories.

Stocks held by consumers and merchants

There is no significant change to the assessment of stock-change by consumers and merchants published a month ago. It is now put more precisely at a seasonally adjusted increase of 190,000 tons (260,000 tons ingot equivalent). The increase in consumers' stocks was unevenly spread, more than half of it taking place in the constructional engineering and building industry. As in the second quarter, merchants added to their stocks proportionately more than consumers: 11·7 per cent compared with 2·7 per cent. As indicated in the provisional figures a month ago, consumers' and merchants' stocks are shown at their highest level, in terms of weeks' consumption since mid-1965.

Table 1. Consumption of finished steel by using industry

(Thousand tons)

Industry	1969			1970			1969			1970		
	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr. (†)	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr. (†)
							Seasonally adjusted					
Coalmining	114	101	106	127	112	88	113	113	102	121	109	98
Railways and rolling stock	101	89	94	97	95	105	96	101	94	91	89	118
Shipbuilding	166	171	171	174	160	159	160	186	167	171	152	173
Constructional engineering and building	753	649	685	718	750	677	725	683	689	717	713	712
Electrical engineering	198	177	183	200	194	182	195	196	180	191	190	202
Mechanical engineering	1,011	857	951	989	960	910	980	939	943	978	917	976
Motor vehicles	634	507	570	613	618	493	590	567	589	587	567	551
Hollow-ware	298	258	260	272	286	272	289	264	271	268	273	278
Wire and wire manufactures	297	270	329	328	307	279	286	298	328	315	291	308
Other consuming industries	1,039	926	984	1,036	1,028	903	1,020	1,002	972	1,004	994	977
TOTAL HOME CONSUMPTION	4,611	4,023	4,333	4,554	4,510	4,068	4,454	4,349	4,335	4,443	4,295	4,393
of which:												
Private consumers	4,397	3,831	4,110	4,337	4,306	3,889	4,243	4,140	4,126	4,222	4,097	4,198
Public organizations	214	192	223	217	204	179	211	209	209	221	198	195

(†) 14-week period. Reduced to 13-week basis for purposes of comparison.

Table 2. Estimated changes in consumers' and merchants' stocks of finished steel by consuming industry groups

(Thousand tons)

Industry	1969		1970			Stock at end of Sept. 1970	1969		1970			Stock at end of Sept. 1970
	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr. (†)		3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr. (†)	
							Seasonally adjusted					
Coalmining	+ 6	+12	- 13	—	+ 9	103	+ 5	+17	- 10	- 6	+ 8	101
Railways and rolling stock	+ 1	- 1	—	+ 5	+ 10	108	- 2	+ 6	- 1	+ 2	+ 8	105
Shipbuilding	+ 6	+ 9	+ 4	- 2	- 7	274	+ 4	+13	+ 8	- 5	- 10	270
Constructional engineering and building	- 4	+51	+ 46	- 4	+ 42	957	+12	+38	+ 40	—	+ 58	970
Electrical engineering	+ 2	- 6	+ 2	+ 4	+ 11	134	+ 1	- 2	- 3	+ 3	+ 10	130
Mechanical engineering	+ 9	+ 7	+ 46	+ 39	- 7	920	+27	+ 5	+ 33	+ 36	+ 10	926
Motor vehicles	- 23	- 4	+ 43	+ 1	+ 4	467	- 29	—	+ 23	+ 16	—	462
Hollow-ware	- 6	- 13	+ 20	- 6	- 7	188	—	- 13	+ 12	- 5	- 1	190
Wire and wire manufactures	- 14	- 1	+ 16	+ 15	+ 3	129	- 12	- 2	+ 15	+ 11	+ 6	128
Other consuming industries	—	+ 3	+ 36	+ 22	+ 2	754	+17	+21	+ 11	+ 15	+ 19	754
TOTAL CHANGE IN CONSUMERS' STOCKS	- 23	+57	+200	+ 74	+ 60	4,034	+23	+87	+128	+ 67	+108	4,036
of which:												
Private consumers	- 33	+46	+212	+ 68	+ 39	3,813	+14	+64	+140	+ 72	+ 87	3,818
Public organizations	+10	+11	- 12	+ 6	+ 21	221	+ 9	+23	- 12	- 5	+ 21	218
CHANGES IN MERCHANTS' STOCKS	- 50	- 13	+ 12	+ 63	+ 64	770	- 38	- 21	+ 12	+ 54	+ 82	780
TOTAL CHANGES BY CONSUMERS AND MERCHANTS	- 73	+44	+212	+137	+124	4,804	- 15	+66	+140	+121	+190	4,816

(†) 14-week period. Reduced to 13-week basis for purposes of comparison.

(*Continued on next page*)

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehen sive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E.22, Atlantic House, Holborn Viaduct, London, EC1P IBN asking for the CATALOGUE SERVICE LEAFLET.

STEEL CONSUMPTION AND STOCKS, *continued*

Table 3. Estimated change in consumers' and merchants' stocks of finished steel by product

(Thousand tons)

Product	1968				1969				1970			Stock at end of Sept. 1970
	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr. (†)	
Sheet	+13	- 2	+14	+ 3	+ 85	+ 44	- 38	- 19	+ 6	+ 57	+ 40	780
Plate	- 6	- 13	+ 7	+ 59	+ 84	+ 50	+ 5	+ 7	+ 40	+ 34	+ 64	952
Tinplate	—	+ 3	+ 2	+ 17	+ 15	+ 21	- 4	- 3	+ 19	- 10	- 5	195
Reinforcing bars and rods	- 3	+ 3	- 2	- 5	+ 20	+ 2	- 9	- 9	+ 11	+ 18	+ 23	198
Other steel products	- 15	+11	- 44	+ 81	+137	+ 92	- 27	+68	+136	+ 38	+ 2	2,679
Total Consumers' and Merchants' Stock changes	- 11	+ 2	- 23	+155	+341	+209	- 73	+44	+212	+137	+124	4,804

(†) 14-week period. Reduced to 13-week bases for purposes of comparison.

Release dates of economic statistics to be published in January 1971

THIS NOTICE is issued by the Central Statistical Office on behalf of the Government Statistical Service as a guide to the dates of release of major economic series in the forthcoming month. The dates are those which departments, or other organizations concerned, are aiming at and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further inquiries about these series should be addressed to the source named.

Many of these statistics are published in *Trade and Industry*. See also Index to Regular Statistics on page 518.

Date	Series	Method of release†	Source
January:			
4 Mon.	Registered unemployed (final figures) (Dec.)	PN	Dept. of Emp.
	Employment in production industries (Nov.)	PN	Dept. of Emp.
	Overtime and short-time working in manufacturing industries (Nov.)	PN	Dept. of Emp.
	Official currency reserves (Dec.)	PN	Treasury
5 Tues.	Central government borrowing requirement (Nov.)	Fin. Stats.	CSO/Treasury
	Number of foreign visitors to Britain (Nov.)	PN	DTI
	Consolidated Fund and National Loans Fund (Dec.)	London Gazette	Treasury
	Weekly Fuel statement	PN	DTI
7 Thurs.	National Income and Expenditure (3rd qtr.)	PN	CSO
	Retail trade (Nov.)	PN	DTI
	Hire purchase and other instalment credit business (Nov.)	PN	DTI
8 Fri.	Weekly fuel statement	PN	DTI
11 Nov.	Turnover of the motor trades (Nov.)	PN	DTI
	Turnover of the catering and service trades (Nov.)	PN	DTI
12 Tues.	Weekly fuel statement	PN	DTI
	Output per head (index of production industries) (3rd qtr.)	MD	CSO
14 Thurs.	United Kingdom overseas trade (Dec.)	PN	DTI
	Index of Industrial Production (Nov.)	PN	CSO
15 Fri.	Crude steel production (Dec.)	PN	BSC/BISPA
	Building societies receipts and loans (Dec.)	PN	BSA
16 Sat.	Retail price index (Dec.)	PN	Dept. of Emp.
17 Sun.	National Savings (monthly progress report) (Dec.)	PN	DNS
18 Mon.	Consumers expenditure (first preliminary estimate 4th qtr.)	PN	CSO
—	Capital expenditure by the manufacturing, distributive and service industries (revised 3rd qtr.)	PN	DTI
	Manufacturing, distributive and service industries' investment intentions for 1971 and 1972	PN	DTI
	Manufacturers' and distributors' stocks (revised 3rd qtr.)	PN	DTI
19 Tues.	Weekly fuel statement	PN	DTI
20 Wed.	Construction – new orders (Nov.)	PN	D. of environment
	Wholesale price index numbers (Dec.)	T and I	DTI
21 Thurs.	Registered unemployed (prov. Jan.)	PN	Dept. of Emp.
	Unfilled vacancies (Jan.)	PN	Dept. of Emp.
	Basic rates of wages and normal weekly hours (end Dec.)	PN	Dept. of Emp.
22 Fri.	New vehicle registrations (Dec.)	PN	D. of environment
25 Mon.	Engineering industries deliveries and orders (Nov.)	PN	DTI
26 Tues.	Weekly fuel statement	PN	DTI
27 Wed.	Appropriation account of companies (3rd qtr.)	Fin. Stats.	CSO
	Borrowing by local authorities (3rd qtr.)	Fin. Stats.	CSO
	Liquid assets of company sector (3rd qtr.)	Fin. Stats.	CSO
	Liquid assets of personal sector (3rd qtr.)	Fin. Stats.	CSO
	Net acquisition of financial assets – analysis by sector (3rd qtr.)	Fin. Stats.	CSO
	Central Government borrowing requirement (Dec.)	Fin. Stats.	CSO/Treasury
	Capital issues and redemptions (Dec.)	Fin. Stats.	Bank of England
	Slum clearances (4th qtr.)	PN	D. of environment
	Housing improvement grants (Dec.)	PN	D. of environment
28 Thurs.	Bricks and cement production (Dec.)	PN	D. of environment
	Housing starts and completions (Dec.)	PN	D. of environment
	Stoppages arising from industrial disputes (Dec.)	Gazette	Dept. of Emp.
	Monthly index of average earnings (Nov.)	Gazette	Dept. of Emp.

† PN = Press Notice
T. & I. = *Trade and Industry*

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, December 18, 1970
Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Lust For A Vampire	Br/E 35193	95	December 14	MGM-EMI Distributors Ltd.	Hammer Film Productions Ltd.
The Queen Of English Cities	Br/E 35195	19	December 14	British Lion Films Ltd.	Armada Productions
Man On A Staircase	Br/E 35199	27	December 14	London Screen Distributors Ltd.	Ralco Productions Ltd.
Movietone News 2167	Br/E 34949	8	December 18	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2167A	Br/E 34950	9	December 18	" " "	" " "
				FOREIGN	
The Losers	F 35194	91	December 14	MGM-EMI Distributors Ltd.	Fanfare Film Productions Inc.
Ludwig Van Beethoven	F 35196	112	December 14	Connoisseur Films Ltd.	Fischer Film and Fernsehen Produktion, Munich
Two Or Three Things I Know About Her	F 35197	85	December 14	Contemporary Films Ltd.	Argos Films, Neuilly Sur Seine
Female Sexuality	F 35198	91	December 14	London Screen Distributors Ltd.	Arca-Winston Films Corporation GmbH, Berlin
Leontine	F 35200	80	December 14	Cinecenta Film Distributors Ltd.	S.N.E. Gaumont, Paris
Vixen	F 35201	48	December 14	" " "	Russ Meyer
Rio Lobo	F 35202	113	December 17	Twentieth Century Fox Film Co. Ltd.	Malabar Production Inc.

Correction to the Register:
The playing time of the film 'Sanjuro' (F 35181) registered on December 1, 1970, has been corrected to 96 minutes
Amendment to the Register:
The playing time of the film 'Tall Ships' (Br/E 35180) registered on December 1, 1970, has been amended to 23 minutes

National Food Survey – household food consumption in the third quarter

THE MAIN RESULTS of the National Food Survey in the third quarter of 1970 are summarized in the accompanying tables. The estimates are derived from records provided by a sample of 1,978 households.

Average expenditure on food (excluding sweets and soft drinks) bought for consumption in the home fell slightly in the third quarter of 1970 to 42s. 3d. per person per week compared with 42s. 8d. in the previous quarter; this decline was mainly due to seasonally cheaper fresh fruit and vegetables. Compared with the third quarter of 1969, however, expenditure rose by 2s. 4d. (6 per cent); about one-third of this increase was due to increased consumption of meat and meat products and the remainder to increases in prices over a wide range of foods, particularly meat and bread.

Average consumption of liquid milk continued to be at a lower level than in the previous year, but the slight decline compared with the second quarter of 1970 was entirely due to the usual fall in school milk consumption during the holiday; the increase in price of ordinary milk on August 30 appears to have had no immediate effect on consumption. Purchases of natural cheese remained at the high level of 3¼ oz. per person per week reached in the previous quarter, although average prices hardened, but consumption of processed cheese declined slightly in face of a rather sharper price increase. There was no further change in average consumption of butter or of margarine, but purchases of cooking fats rose slightly. Eggs were 2d. a dozen cheaper on average than in the previous quarter and no dearer than they were a year ago; although consumption declined slightly between the second and third quarters,

Table 1. Estimates of average household food consumption

oz. per person per week (†)

	Year 1968	Year 1969	3rd quarter 1969	2nd quarter 1970	3rd quarter 1970
Total Household Food Expenditure	37s. 11d.	40s. 0d.	39s. 11d.	42s. 8d.	42s. 3d.
Liquid milk (pints)	4·82	4·89	4·74	4·62	4·59
Other milk (eq. pints)	0·37	0·36	0·38	0·42	0·47
Cheese	3·41	3·50	3·44	3·65	3·60
Butter	6·14	6·15	6·03	5·92	5·92
Margarine	2·81	2·78	2·66	2·88	2·86
Lard and compound cooking fats	2·08	2·08	1·96	2·15	2·24
Eggs: purchases (number)	4·43	4·41	4·37	4·59	4·39
consumption (number)	4·66	4·60	4·51	4·79	4·70
Preserves	2·79	2·67	2·64	2·52	2·57
Sugar	16·35	16·18	16·49	16·82	17·61
Beef and veal	7·76	7·70	6·87	7·27	7·35
Mutton and lamb	5·71	5·34	5·52	5·15	5·66
Pork	2·53	2·78	2·55	2·68	2·83
Bacon and ham, uncooked	5·15	5·11	4·98	5·19	5·48
Bacon and ham, cooked (including canned)	0·94	0·94	1·05	1·06	0·99
Poultry and cooked chicken	4·81	4·93	4·85	5·09	5·24
Other cooked meat (not canned)	0·68	0·67	0·76	0·82	0·71
Other canned meat	2·28	2·43	2·54	2·75	2·91
Offals	1·37	1·31	1·14	1·38	1·19
Sausages, uncooked	3·70	3·68	3·66	3·61	3·64
Other meat products:					
Meat pies	0·78	0·77	0·86	0·77	0·74
Other (excluding quick-frozen)	2·04	2·03	1·84	2·38	2·26
Fish, fresh and processed	4·02	3·73	3·71	3·61	3·66
Canned fish	0·86	0·79	0·91	0·74	0·69
Fish and fish products, quick-frozen	0·81	0·94	0·89	1·08	1·00
Fresh green vegetables	13·05	12·25	16·49	12·85	16·03
Other fresh vegetables	9·95	10·01	9·68	7·96	10·14
Quick-frozen vegetables	1·57	1·74	1·47	2·08	1·48
Canned peas	3·05	3·10	2·85	3·35	3·02
Canned beans	3·48	3·58	3·50	3·84	3·71
Potatoes: purchases	47·53	45·59	41·05	44·91	43·14
consumption	51·92	49·31	46·99	46·61	49·22
Citrus fruit	5·01	5·12	2·84	6·54	3·33
Bananas	3·27	3·46	3·89	3·19	3·09
Apples	6·39	6·72	6·43	6·06	7·65
Fresh tomatoes	3·98	4·10	6·40	4·22	6·43
All other fresh fruit	3·92	3·82	7·59	3·97	7·18
Canned fruit	5·59	5·70	5·54	5·86	5·27
Dried fruit, nuts and fruit and nut products	1·16	1·23	0·80	0·81	0·82
Flour	5·38	5·38	4·89	5·28	5·40
White bread	32·31	32·01	33·11	32·03	33·60
Brown, wholewheat and wholemeal bread	3·05	2·96	2·78	2·78	3·10
Other bread	2·95	2·77	2·81	2·81	2·77
Buns, scones and teacakes	1·36	1·28	1·03	0·96	1·01
Cakes and pastries	4·68	4·58	4·87	4·65	4·32
Chocolate biscuits	1·04	1·04	0·98	1·04	0·95
Other biscuits	4·80	4·77	4·96	4·91	4·66
Breakfast cereals	2·43	2·63	3·01	2·82	2·91
Oatmeal and oat products	0·58	0·54	0·32	0·36	0·23
Canned milk puddings	1·60	1·52	1·53	1·64	1·62
Tea	2·59	2·52	2·52	2·69	2·46
Instant coffee	0·36	0·38	0·36	0·39	0·43
Canned soups	3·08	3·19	2·48	3·05	2·64
Pickles and sauces	1·33	1·44	1·35	1·51	1·55

(†) Except where otherwise stated.

Source: Ministry of Agriculture, Fisheries and Food.

(Continued on next page)

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment.

The information in these statistics is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 6,000 commodity headings); there are 188 specified countries for consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

it continued to be greater than in the corresponding periods of 1969. Household purchases of sugar rose further to an average of 17.6 oz. per person per week compared with 16.5 oz. last year; there was little change in average consumption of preserves.

Household purchases of carcase meat rose to 15.8 oz. per person per week compared with 15.1 oz. in the previous quarter and 14.9 oz. in the third quarter of 1969. More than half of the increase over the year was in consumption of beef, and most of the remainder was due to the continued upward trend in purchases of pork. The recorded average for bacon consumption was higher, but this seems to have been due to a few exceptionally large purchases and, when these are discounted, there does not appear to have been any real change in trend. Average consumption of poultry reached a new high level of 5.24 oz. per person per week despite some relative hardening of prices; the importance of poultry in the housewife's average budget is now slightly above that for pork and about two-thirds as great as that for lamb, but only one-third as great as that for beef. Purchases of canned meat and of quick-frozen convenience meats continued to increase and consumption of sausages was fully maintained, but there was a slight decline in consumption of other meat products. Average consumption of fish was again below that recorded a year ago, the decline being particularly marked for canned salmon, which was relatively expensive compared with last year; some of the decrease in purchases of wet fish was offset by increased consumption of quick-frozen fish and quick-frozen fish products.

There were the usual seasonal changes in the pattern of consumption of vegetables, including some displacement of processed vegetables by fresh produce. Compared with the corresponding season of the previous year, salad vegetables and fresh peas were dearer and less plentiful and consumers had greater recourse to cabbages, onions and processed vegetables. Consumption of potatoes was also greater than a year ago because of improved supplies and slightly lower prices. Consumption of top fruit, particularly apples and pears, was appreciably above the level of last year, and average prices paid by housewives were more than 2d. per lb. lower. Soft fruit and bananas, however, were in less plentiful supply and consequently rather dearer, but consumption of citrus fruit was greater by more than 15 per cent and average prices were lower.

The exceptionally high average purchases of bread recorded for the third quarter as a whole were due to sampling variation in the first few weeks of the period; the results for August and September confirm the continuation of the downward trend which has been apparent for several years. There was also some cut-back in purchases of cakes, biscuits and some other cereal products in face of higher prices. Compared with a year earlier, tea lost some ground to instant coffee.

Table 2 shows the energy value and nutriment content of the average household diet and that of families with four or more children as percentages of recommended intakes. Average figures are given, covering the four most recent quarterly periods, which update the annual averages for the past three calendar years. The results this quarter show that changes were slight and that the recommended intakes for all nutrients (except vitamin D) were exceeded.

Notes:

The National Food Survey, conducted on behalf of the Ministry of Agriculture, Fisheries and Food, is a continuous sampling inquiry into the domestic food consumption, expenditure and nutrition of private household in Great Britain. It is the only official inquiry which obtains direct measurements of the quantities and varieties of food purchased by housewives, together with the average prices actually paid for food, both in Great Britain as a whole and by different sectors of the population. Detailed reports are published annually. The latest annual volume, which will be available shortly, gives information on household food consumption and expenditure in 1968, with some further results for 1969.

Table 2. Energy value and nutrient content of the diet as a percentage of recommended intakes (†) (annual and quarterly moving averages)

	National averages				Families with 4 or more children			
	Annual averages			Moving averages year ending July-Sept. 1970	Annual averages			Moving averages year ending July-Sept. 1970
	1967	1968	1969		1967	1968	1969	
Energy	109	108	109	110	101	99	102	102
Protein	128	127	126	128	116	115	114	114
Calcium	191	191	194	194	166	165	167	164
Iron	126	122	121	124	113	109	108	110
Vitamin A	202	203	199	201	199	197	199	197
Thiamine	126	125	122	123	122	123	119	119
Riboflavine	129	129	130	130	132	134	132	132
Nicotinic acid	189	189	190	194	170	174	181	184
Vitamin C	180	181	181	183	153	165	155	165
Vitamin D (‡)	93	90	84	84	62	64	59	62

(†) Department of Health and Social Security. *Recommended Intakes of Nutrients for the United Kingdom*. Reports on Public Health and Medical Subjects, No. 120, HMSO, 1969.
(‡) The Survey does not evaluate welfare and pharmaceutical sources of this vitamin. Furthermore, most adults require no dietary vitamin D, since they obtain all they need from the action of sunlight on the skin.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Metalworking Machine Tools for October 1970
Footwear for October 1970
Cars and Commercial Vehicles for October 1970

Quarterly at 7s. 6d. (37½p) a year post free:

Musical Instruments for First Quarter 1970
Sports Equipment for Second Quarter 1970
Internal Combustion Engines for Third Quarter 1970
Hearing Aids for Third Quarter 1970
Leathercloth for Third Quarter 1970
Polishes for Third Quarter 1970
Elastic Goods and Narrow Fabrics for Third Quarter 1970

Miscellaneous Series:

Quarterly at 7s. 6d. (37½) a year post free:

Insurance Companies' and Private Pension Funds' Investment for Third Quarter 1970

Annual at 7s. 6d. (37½p) post free:

Company Finance Second Issue.

A complete list of titles of Business Monitors was last published in the *Board of Trade Journal* on September 23 on page 620.

Index of Industrial Production for Wales

THE INDEX of Industrial Production for Wales rose to a seasonally adjusted level of 125 (1963 = 100) in the second quarter of 1970 This was a considerable improvement over the first quarter (when a level of 122 was reached) but still below levels attained at the end of 1968 and early 1969.

The Index for Manufacturing Industries alone reached 133, thus approximately maintaining the general levels of 1969 and the first quarter of 1970. Among manufacturing industries, foodstuffs, chemicals, metals and engineering advanced in the quarter, but only in the first case was output at record levels. There were slight falls in textiles, timber and paper, and a pronounced fall (similar to that recorded for the United Kingdom as a whole) in the output of coal and petroleum products. The construction industry shared a marked revival in the second quarter, but the performance of the utilities was relatively poor.

The index as now published varies slightly from figures given in the Digest of Welsh Statistics, owing to revisions of methodology. These have enabled improvements to be made in coverage of non-ferrous metals, while the whole of the index is now produced on a seasonally adjusted basis.

Deliveries and orders in the engineering industries

THE RESPONSE to the comprehensive engineering inquiry is such that the figures for the months July to October are provisional and therefore subject to amendment. With this proviso in mind the following points can be made from the latest figures.

(1) Total deliveries seem to be in a slight upward trend. This is partly due to a gentle rise in home deliveries compared with the first half of 1970, but the main influence comes from a rise in export deliveries in the latest three months as they recover from the dock strike.

(2) Home net new orders show no change in level over recent months although there has been a rise since the beginning of 1970. The low export net new orders figures in the third quarter have produced a decline but the high October figure makes any assessment of this decline hazardous.

(3) Deliveries and net new orders have remained roughly in balance over recent months so total orders on hand have changed little.

Table 1. Engineering and Electrical Goods (S.I.C. Orders VII, VIII and IX)

Index numbers of the volume of production and exports

	Production – Seasonally adjusted				Exports
	Total	Mechanical Engineering (†)	Instrument Engineering (‡)	Electrical Engineering (§)	(‖)
	1963 = 100				1961 = 100
1963	100	100	100	100	107
1964	109	109	108	109	106
1965	113	115	120	109	112
1966	122	123	122	121	118
1967	126	123	123	129	115
1968	131	126	135	137	128
1969	137	131	147	144	142
1969 1st qtr.	135	128	143	142	127
2nd qtr.	136	131	153	140	143
3rd qtr.	140	133	148	149	138
4th qtr.	139	134	144	145	155
1970 1st qtr.	141	136	153	147	151
2nd qtr.	141	136	159	146	161
3rd qtr p	142	136	154	149	
1969 January	132	124	145	141	
February	133	129	142	139	
March	138	132	144	145	
April	135	129	158	139	
May	137	132	147	141	
June	136	131	153	141	
July	136	130	143	143	
August	142	136	154	148	
September	143	133	148	155	
October	140	132	151	148	
November	140	135	145	147	
December	137	134	135	140	
1970 January	135	131	149	139	
February	143	140	147	146	
March	146	136	165	157	
April	146	140	160	152	
May	136	132	143	140	
June	142	137	173	145	
July p	136	124	148	151	
August p	141	138	151	144	
Sept. p	149	145	163	152	
October p	142	133	170	151	
Average:					
Latest 3 months	144	139	161	149	
Previous 3 months	138	131	155	145	
Percentage change	*+4*	*+6*	*+4*	*+2*	

p Provisional

(†) Covers Minimum List Headings 331 to 349 of the Standard Industrial Classification

(‡) Covers Minimum List Headings 351 to 354 of the Standard Industrial Classification

(§) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification

(‖) Quarterly index of the value at constant (average 1961) prices of exports and re-exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with identical commodities produced in Orders VII-IX of the Standard Industrial Classification

(*Continued on next page*)

Hosiery and knitted goods: index of production

IN THE THREE MONTHS ended October 1970 the volume of production of hosiery and other knitted goods (including warp knitted fabrics) was provisionally estimated to have been 1 per cent more than in the three months ended July 1970.

The above comparison has been based on the seasonally adjusted figures in the accompanying table.

The seasonally adjusted figures for 1970 are based on the seasonal pattern up to the end of 1969 and may be subject to slight revision when the complete figures for 1970 have been incorporated.

The actual figures allow for differences in the lengths of calendar months, but not for holidays or other seasonal variations.

A short note on the construction of the index was given in the *Board of Trade Journal*, dated May 27, 1970 (page 1455).

Index of the volume of production of hosiery and other knitted goods (including knitted fabrics)

1963 = 100

1964	109
1965	114
1966	114
1967	114
1968	132
1969	147

	Actual	Seasonally adjusted
1969 1st quarter	133	144
2nd quarter	145	156
3rd quarter	142	142
4th quarter	166	146
1970 1st quarter	138	153
2nd quarter	143	149
3rd quarter p	147	147
1969 July	129	139
August	131	137
September	166	149
October	176	146
November	179	146
December	143	145
1970 January	123	148
February	151	155
March	141	157
April	140	140
May	155	154
June	135	154
July p	130	140
August p	143	156
September p	170	145
October p	184	152

ENGINEERING INDUSTRIES—*continued*

Table 2. Engineering Industries (Orders VII, VIII and IX and Part Order XI (†) Seasonally adjusted

Index numbers of the volume of orders and deliveries (‡)

	Total			Home			Export		
	Orders in hand (end period)	Net new orders	Deliveries	Orders in hand (end period)	Net new orders	Deliveries	Orders in hand (end period)	Net new orders	Deliveries
	December 1963 (unadjusted) = 100	Average 1963 = 100	deliveries	December 1963 (unadjusted) = 100	Average 1963 = 100	deliveries	December 1963 (unadjusted) = 100	Average 1963 = 100	deliveries
1963	101	106	100	102	106	100	99	105	100
1964	119	122	109	120	125	113	118	113	102
1965	123	114	112	122	116	115	126	111	106
1966	118	115	119	117	118	121	120	108	112
1967	108	113	120	102	114	125	124	110	107
1968	108	125	125	99	127	129	133	120	115
1969	117	139	132	101	134	133	166	150	131
1969 1st quarter	111	136	127	99	131	130	145	149	120
2nd quarter	119	155	133	104	146	132	162	174	134
3rd quarter	116	124	133	100	120	133	162	134	133
4th quarter	117	140	136	101	139	136	166	144	136
1970 1st quarter	119	138	134	101	135	133	170	146	136
2nd quarter	123	146	135	103	138	133	181	165	140
3rd quarter p	122	134	136	104	138	135	175	125	139
1969 January	107	136	126	98	135	128	133	139	121
February	109	138	127	99	129	131	140	158	118
March	111	134	128	99	127	130	145	149	121
April	118	182	126	106	184	129	152	169	121
May	119	146	134	106	137	133	157	169	136
June	119	137	138	104	117	135	162	184	146
July	115	91	126	100	84	125	158	108	128
August	115	137	132	100	137	133	160	138	130
September	116	144	142	100	139	142	162	156	142
October	116	141	139	100	141	139	163	143	140
November	117	140	133	100	139	135	165	143	128
December	117	139	136	101	137	134	166	144	141
1970 January	120	155	130	103	149	129	171	171	133
February	119	123	132	102	120	131	171	131	133
March	119	135	139	101	135	138	170	134	141
April	119	138	135	99	111	134	180	205	135
May	119	131	128	100	143	128	176	102	129
June	123	169	143	103	161	138	181	189	156
July p	123	129	131	102	124	132	183	143	129
August p	123	144	137	104	150	135	182	130	137
September p	122	129	140	104	139	135	175	103	152
October p	123	150	139	105	140	135	179	175	148
Average:									
Latest three months	123	141	139	105	143	136	176	136	146
Previous 3 months	123	143	134	102	143	133	183	145	138
Percentage change (§)	*+1*	*- 1*	*+4*	*+3*	Nil	*+3*	*- 2*	*- 6*	*+6*

p Provisional

(†) Engineering and electrical goods (S.I.C. Orders VII, VIII and IX), locomotives and railway track equipment, railway carriage and wagons, heavy commercial vehicles and wheeled tractors (Part S.I.C. Order XI)

(‡) At constant prices

(§) In the case of orders on hand, the percentage changes compare the level at the end of the latest months shown with the corresponding level three months earlier

ECGD accounts for the financial year 1969-70

TRADING ACCOUNTS published by HMSO (Trading Accounts and Balance Sheets 1969-70, HMSO, 11s.), show that the Export Credits Guarantee Department made a surplus of £12,717,253 on 'commercial' business (Section 1 of the Export Guarantees Act, 1968†) during the financial year ended March 31, 1970 increasing the cumulative balance from £65,381,674 to £78,098,927. This balance represents the 'underwriting reserve' in respect of risks underwritten and outstanding at that date amounting to some £2,168 million.

Premium income for the year was £16,291,862 (compared with £10,577,725 in the previous year). Operating expenses were £4,100,420 (compared with £3,485,497). Claims paid amounted to £11,513,077 (compared with £12,158,742) of which it is estimated that about three quarters will eventually be recovered. Recoveries during the year amounted to £6,072,180 (compared with £9,394,005).

Business under Section 2 of the Act

Guarantees given 'in the national interest' (Section 2 of the Export Guarantees Act, 1968) 'for the purpose of encouraging trade with countries outside the United Kingdom' and outstanding amounted to £1,181 million (compared with £898 million). The account shows a surplus for the year of £9,400,233 (compared with £4,716,274) resulting in a credit balance on cumulative account at March 31, 1970 of £38,060,960.

†The Export Guarantees Act, 1968, authorized ECGD to conduct business either (under Section 1) after consultation with its Advisory Council, or (under Section 2) where expedient in the national interest (there being no obligation to consult the Advisory Council). Business under Section 1 is referred to as 'commercial'.

Shipping movement at United Kingdom ports

Foreign and coasting trade movement during September, 1970

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared the United Kingdom ports with cargo during September 1970, amounted to 19.656 thousand net registered tons: this was 12.4 per cent more than the corresponding month of 1969. Commonwealth vessels accounted for 8,249 thousand n.r.t.

During the first nine months of 1970 the total net tonnage of vessels entering and clearing United Kingdom ports with cargo amounted to 159,587 thousand n.r.t., an increase of 5.5 per cent over the tonnage for the same period for 1969.

In the coasting trade there was an 8 per cent increase in the total net tonnage of arrivals and departures with cargo during the month of September 1970, and a 1 per cent decrease during the first nine months compared with 1969.

Note: net registered tons (n.r.t.)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross registered tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coast-wise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coast-wise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coast-wise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie, or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping movement at United Kingdom ports

Foreign Trade	Entered					Cleared				
		Thousand Net Tons					Thousand Net Tons			
	Number of Vessels	Total	United Kingdom	Other (†) Common-wealth	Foreign	Number of Vessels	Total	United Kingdom	Other (†) Common-wealth	Foreign
With cargo: September 1969	6,378	11,104	4,100	405	6,599	5,307	6,388	2,868	318	3,202
September 1970	6,727	12,509	4,336	512	7,661	5,429	7,047	3,033	368	3,646
Nine months ending September 1969	57,301	97,811	36,761	2,889	58,161	44,974	53,528	24,022	2,017	27,489
Nine months ending September 1970	54,917	103,079	37,721	3,311	62,047	45,634	56,508	24,595	2,452	29,461
In ballast: September 1969	1,847	2,721	1,220	54	1,447	2,777	7,002	2,220	116	4,666
September 1970	1,947	2,918	1,363	64	1,491	3,172	8,031	2,530	47	5,454
Nine months ending September 1969	14,782	21,872	9,474	495	11,903	27,137	63,130	20·725	1,318	41,087
Nine months ending September 1970	15,982	23,153	10,206	646	12,301	25,329	68,234	22,569	1,289	44,376

(†) Includes Irish Republic and South Africa.

(*Continued on next page*)

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232 - Telex EconPlan 55472 - message to be prefixed for COI).

NORTH MIDLAND: Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge CB2 2DF (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (0272 21071 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

SHIPPING MOVEMENT – *continued*

Table 2. Foreign trade entrances and clearances with cargo

Nationality of Vessels	Entered				Cleared			
	September		January-September		September		January-September	
	1969	1970	1969	1970	1969	1970	1969	1970
	Numbers of Vessels							
United Kingdom	2,010	2,005	17,254	16,774	1,827	1,805	15,083	15,273
Other Commonwealth (†)	234	240	1,771	1,774	214	221	1,527	1,648
Foreign	4,134	4,482	38,276	36,369	3,266	3,403	28,364	28,713
Total	6,378	6,727	57,301	54,917	5,307	5,429	44,974	45,634
	Thousand net tons							
Commonwealth:								
Registered in United Kingdom	4,100	4,336	36,761	37,721	2,868	3,034	24,022	24,595
Registered in Canada	—	—	4	21	—	2	10	2
Registered in other countries (†)	405	512	2,885	3,290	318	366	2,007	2,450
Total Commonwealth	4,505	4,848	39,650	41,032	3,186	3,402	26,039	27,047
Foreign:								
Soviet	72	133	1,197	922	40	26	370	204
Finnish	94	105	895	1,039	30	33	320	369
Swedish	479	512	3,780	4,369	205	373	1,910	2,333
Norwegian	1,045	1,398	10,798	11,687	526	558	4,711	4,388
Danish	266	318	2,541	2,641	279	245	1,931	1,896
Polish	35	36	271	228	19	22	161	116
German (Federal Republic)	565	767	5,450	6,061	421	575	3,318	4,719
Dutch	789	740	6,066	5,624	453	413	3,900	3,655
Belgian	225	287	2,083	2,094	212	231	2,025	2,028
French	495	745	4,170	5,046	373	446	2,696	2,887
Spanish	65	81	585	597	51	59	505	518
Italian	27	100	1,158	1,374	1	14	210	222
Yugoslav	11	75	144	246	5	9	47	84
Greek	325	517	2,019	2,999	82	73	796	1,074
United States of America	308	254	2,400	2,317	292	259	2,154	2,270
Panamanian	193	165	1,625	1,875	21	86	434	578
Liberian	1,197	1,093	10,532	10,163	71	74	906	1,009
Other	408	335	2,447	2,765	121	149	1,095	1,111
Total Foreign	6,599	7,661	58,161	62,047	3,202	3,645	27,489	29,461
GRAND TOTAL	11,104	12,509	97,811	103,079	6,388	7,047	53,528	56,508
Trading Areas:								
Irish Republic	812	797	5,649	6,110	672	665	4,839	5,225
Northern Europe (Foreign)	3,163	3,604	27,621	28,627	2,391	2,801	21,784	23,597
Europe (Atlantic) and Western Mediterranean Countries	1,619	1,714	13,390	13,582	1,329	1,460	9,976	10,281
Central and Eastern Mediterranean Countries	1,076	799	9,665	10,051	134	148	1,436	1,276
West and South Africa	399	714	4,663	5,577	203	278	1,940	2,141
East Africa, Persian Gulf, India	1,616	2,348	16,968	18,433	218	184	1,861	1,960
Eastern Asia and Islands in the Pacific	218	208	1,872	1,635	166	179	1,404	1,409
Australasia	255	296	2,552	2,574	87	210	1,174	1,071
North America (Atlantic Coast)	1,270	1,384	8,354	10,761	932	873	6,736	6,885
West Indies and Central America (Atlantic Coast)	437	450	4,713	4,142	114	114	1,139	1,249
South America (Atlantic Coast)	131	149	1,211	1,058	73	96	621	660
South and Central America (Pacific Coast)	24	25	181	236	28	9	170	108
North America (Pacific Coast)	73	14	854	205	32	25	343	544
Other Areas	11	7	118	88	9	5	105	102
Total Commonwealth Countries	2,857	3,352	24,842	27,712	1,404	1,449	11,255	11,361
Total Foreign Countries	8,247	9,157	72,969	75,367	4,984	5,598	42,273	45,147
TOTAL	11,104	12,509	97,811	103,079	6,388	7,047	53,528	56,508

(†) Includes Irish Republic and South Africa.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance*

Price 9s. (*by post* 10s.). Annual Subscription £6 including postage. and a copy of the Definitions of items and units employed in the Digest,

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.

HMSO

Table 3. Foreign trade arrivals and departures at principal ports – January-September

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1969	1970		1969	1970		1969	1970		1969	1970	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	2,226	1,854	911	2,280	1,912	954	243	280	300	1,981	1,917	821
Cardiff	1,103	1,247	558	1,380	1,454	687	461	391	301	1,387	1,361	631
Dover	6,129	6,835	4,972	10,163	11,131	8,791	6,101	6,792	4,815	10,074	11,102	8,781
Felixstowe	1,883	2,186	1,789	2,032	2,302	1,949	1,767	2,160	1,697	1,965	2,260	1,875
Folkestone	387	368	312	1,117	1,144	850	289	306	245	1,097	1,141	825
Grimsby (including Immingham)	3,507	4,766	1,937	4,052	5,641	2,433	1,466	1,730	1,295	4,097	5,635	2,313
Harwich	6,261	6,621	3,272	6,706	7,116	3,529	6,347	6,785	3,460	6,731	7,211	3,646
Holyhead	1,770	1,141	1,019	1,886	1,209	1,053	1,669	1,149	973	1,768	1,190	1,030
Hull	3,849	3,418	3,565	4,171	3,769	3,830	2,105	1,854	2,085	3,907	3,665	3,442
Lancaster	7	546	244	35	658	339	29	520	274	31	607	313
Liverpool	9,915	10,478	3,535	11,569	12,140	4,081	4,618	4,707	2,422	10,853	11,355	3,694
London	21,270	21,678	8,706	26,593	27,080	10,853	9,533	9,753	6,013	25,410	26,344	10,900
Manchester	3,826	3,522	2,042	4,065	3,709	2,347	1,206	1,241	1,603	3,753	3,304	2,412
Middlesbrough	4,245	4,557	1,215	4,995	5,341	1,839	1,372	1,312	1,565	4,845	5,171	2,152
Milford Haven	8,337	8,501	309	9,934	10,553	942	1,795	2,233	585	9,734	10,468	867
Newhaven	856	949	1,034	879	958	1,051	817	844	908	871	943	1,046
Newport	1,140	854	474	1,380	914	572	553	350	469	1,486	942	609
Plymouth	196	147	293	303	253	552	101	93	350	300	304	610
Port Talbot	587	854	287	627	923	422	112	122	364	592	939	527
Southampton	11,694	12,041	2,574	14,670	14,739	3,200	6,208	5,547	2,199	14,627	14,734	3,199
Swansea	720	849	363	1,389	1,535	827	1,560	1,750	1,204	1,811	2,022	1,289
Tyne Ports	1,414	1,576	1,022	2,189	2,196	1,243	941	948	643	2,498	2,494	1,188
Glasgow	2,237	2,068	842	2,755	2,441	970	1,352	1,185	525	2,988	2,847	1,107
Grangemouth	1,167	1,171	909	1,484	1,512	1,068	1,136	938	677	1,666	1,306	993
Greenock	1,783	3,106	272	2,665	4,028	468	277	1,476	235	2,498	4,326	503
Leith	463	465	624	828	710	752	517	175	351	1,259	611	643
Belfast	1,750	1,875	1,115	1,847	2,078	1,237	283	239	377	1,365	1,765	840
Other Ports	6,759	6,270	13,609	9,257	9,041	18,220	4,448	4,442	10,959	9,826	9,788	18,336
TOTAL	105,481	109,943	57,804	131,251	136,487	75,059	57,306	59,322	46,894	129,420	135,752	74,592

Table 4. Coasting trade arrivals and departures at principal ports – January-September

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1969	1970		1969	1970		1969	1970		1969	1970	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	911	928	564	1,325	1,386	2,007	310	374	1,119	1,500	1,486	2,336
Cardiff	404	470	660	770	865	1,348	137	129	296	722	818	1,359
Cowes	1,881	1,878	8,435	4,252	4,818	19,302	1,759	1,760	8,015	4,247	4,773	19,312
Hull	618	630	219	723	766	515	135	251	270	815	868	749
Immingham	511	349	131	1,426	1,733	979	922	1,447	885	1,435	1,807	1,063
Lancaster	820	940	1,070	979	1,074	1,457	905	1,026	1,381	976	1,073	1,437
Liverpool	3,494	3,095	2,521	4,572	4,117	4,137	2,632	2,354	2,977	4,683	4,361	4,323
London	4,405	4,109	3,049	5,697	5,417	4,880	1,234	1,277	1,964	5,561	5,391	4,832
Manchester	106	150	204	200	237	362	33	52	93	207	254	368
Middlesbrough	87	218	322	1,091	1,159	1,339	850	918	673	1,051	1,314	1,047
Milford Haven	426	341	78	3,112	2,881	1,492	3,377	3,268	1,578	3,488	3,337	1,627
Portsmouth	263	277	1,239	2,730	3,366	13,143	67	60	715	2,688	3,329	13,467
Preston	759	819	1,289	785	879	1,409	723	829	1,295	820	939	1,517
Southampton	2,822	2,639	8,927	5,173	4,573	12,679	4,261	4,088	9,259	5,033	4,866	12,140
Sunderland	164	86	132	783	644	703	592	522	468	749	631	619
Swansea	237	266	450	1,926	1,790	2,501	1,299	1,077	1,458	1,462	1,274	2,027
Tyne Ports	475	488	228	2,297	2,086	1,544	1,162	1,062	1,008	1,986	1,883	1,562
Ardrossan	1,152	1,065	1,352	1,293	1,214	1,692	767	701	1,286	1,193	1,012	1,669
Glasgow	621	906	569	1,164	1,243	818	208	261	275	895	859	723
Greenock	990	695	1,434	1,211	931	1,932	1,033	623	1,326	1,280	888	1,846
Stranraer	1,252	1,335	1,148	1,260	1,345	1,171	1,250	1,332	1,138	1,260	1,340	1,156
Belfast	5,082	5,275	6,056	5,364	5,540	6,511	4,196	4,528	5,075	5,294	5,570	6,788
Other Ports	8,895	8,915	19,121	14,759	14,471	29,414	6,690	6,292	11,673	14,011	13,487	28,196
TOTAL	36,375	35,874	59,198	62,892	62,535	111,335	34,542	34,231	54,227	61,356	61,560	110,163

(Continued on next page)

Government Publications

required by customers in North of England may be obtained quickly from

Her Majesty's Stationery Office, Brazennose Street, Manchester, 2

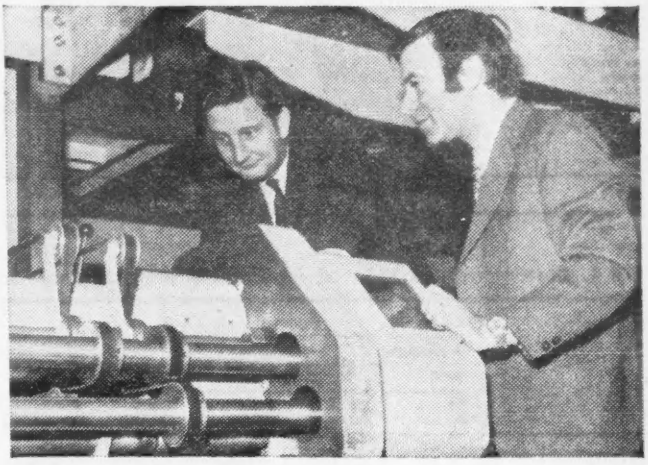
Table 5. Shipping movement at United Kingdom ports

	Arrived				Departed			
		Thousand Net Tons				Thousand Net Tons		
	Number of Vessels	Total	Commonwealth (†)	Foreign	Number of Vessels	Total	Commonwealth (†)	Foreign
COASTING TRADE - GREAT BRITAIN								
With cargo: September 1969	5,791	3,201	2,668	533	5,177	3,087	2,538	549
September 1970	5,861	3,428	2,770	658	5,590	3,347	2,670	677
Nine months ending September 1969	53,357	30,724	25,445	5,279	49,095	30,116	24,626	5,490
Nine months ending September 1970	51,954	30,062	24,005	6,057	48,523	29,482	23,000	6,482
In ballast: September 1969	5,825	2,577	2,109	468	6,211	2,625	2,207	418
September 1970	6,749	3,242	2,689	553	6,924	3,190	2,636	554
Nine months ending September 1969	54,024	26,189	20,934	5,255	55,670	25,334	20,600	4,734
Nine months ending September 1970	51,531	26,356	20,286	6,070	53,423	25,943	20,593	5,350
COASTING TRADE - UNITED KINGDOM								
With cargo: September 1969	6,519	3,794	3,124	670	5,782	3,591	2,932	659
September 1970	6,697	4,097	3,316	781	6,272	3,905	3,124	781
Nine months ending September 1969	60,345	36,375	30,124	6,251	54,531	34,542	28,305	6,237
Nine months ending September 1970	59,198	35,874	28,704	7,170	54,227	34,231	26,971	7,260
In ballast: September 1969	5,908	2,603	2,125	478	6,459	2,753	2,293	460
September 1970	6,819	3,284	2,705	579	7,183	3,313	2,720	593
Nine months ending September 1969	54,746	26,517	21,178	5,339	58,256	26,814	21,689	5,125
Nine months ending September 1970	52,137	26,661	20,514	6,147	55,936	27,329	21,548	5,781

(†) Commonwealth and Irish Republic.

Picture shows Mr. Fessey, director of the Business Statistics Office, with M. Thibau (left) and M. Reffet (right) discussing the problems of creating a Central Register of Businesses at the BSO's Eastcote office. M. Thibau and M. Reffet are from the Institut National de la Statistique at des Etudes Economiques in Paris.

Racal-BCC Ltd., the Bracknell-based radio communications company, announce what they consider is probably the largest overseas order for military radio telephones (man packs) – placed by the Malaysian Ministry of Defence for more than 1,000 manpacks, with accessories and spares. The total value of this order is over £1.3 milion. The manpacks are hf, single-sideband transceivers for carrying on the back or fitting in a variety of military vehicles. In addition, the company has released details of a £130,000 order placed by the Royal Malaysian Police. This order is not exclusively for manpacks but includes a variety of Racal radio communications equipment. Our picture shows Mr. Geoff Bennett, managing director of Racal Electronics (Asia) Ltd., Singapore (on right), handing over the Malaysian Ministry of Defence contract to Mr. E. T. Harrison, chairman and managing director of the Racal Electronics group, and on (left) Mr. J. Crerar, director of Racal-Mobilcal Ltd., Reading, who will manufacture 1,000 radio-telephones for the contract.



Part of a £504,000 web-offset printing press for Regensteiner Publishing Enterprises Inc., Chicago, is examined during paper trials at the Peterborough factory of Baker Perkins Ltd. by Regensteiner's vice-president Mr. F. W. Glazer (right) and Mr. M. W. Leggatt, a director of Baker Perkins. The complete installation will consist of four Satellite units and three folders, and run at speeds of up to 1,200 feet a minute. It is designed for heat set work on two 38-inch webs with four colours each side. The plant can be run as one double, or two single presses, which will provide Regensteiner with the facility of a number of production permutations.

'Board of Trade Journal' index: correction

IN THE INDEX to the *Board of Trade Journal*, Volume 199, July-October 1970 (published in *Trade and Industry*, December 9, 1970), on page xii under UNITED STATES add the entry Motor vehicle air pollution regulations, 306.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Export Missions and Tours

Six British firms participate in Physicians' Days, Helsinki

A report from the British Embassy (Commercial Department), Helsinki

IN CO-OPERATION with the Association of the British Pharmaceutical Industry and the Central Office of Information, the Department of Trade and Industry organized a joint venture display at the annual Physicians' Days Exhibition which was held at the Finnish School of Economics, Helsinki, from November 15-21.

Six British firms participated and the Association of the British Pharmaceutical Industry operated a small information bureau on a total site area of 54 square metres.

Approximately 300 firms exhibited on 75 stands and a wide range of medical and pharmaceutical products from each of the Nordic and most of the major European countries were on display. The APBI bureau carried a comprehensive range of medical literature.

Annual conference

The Physicians' Days Exhibition coincides with the annual conference of doctors, pharmacists, hospital administrators, etc., who attend this annual exhibition and symposium which covers every branch of medical science.

The estimated total number of visitors to the event was 2,000, about 850 of whom were registered medical practitioners.

Mr. W. B. J. Ledwidge, the British Ambassador (right), talks to two representatives of Oy Medikalis AB, the Finnish agents for Merck Sharp & Dohme Ltd., at the Physicians' Days Exhibition.

Mr. Noble to open Hardware Trades Fair

OVER 30,000 products from the United Kingdom and all over the world will go on show when the 17th International Hardware Trades Fair begins its five-day run in the Grand, National and West Halls, Olympia, London, on January 26.

For the first time in the history of the fair there will be participation by Czechoslovakia. Enamelware and plastic products will be shown by the government sponsored Merkuria Foreign Trade Corporation.

The exhibition will be opened by Mr. Michael Noble, Minister for Trade at the Department of Trade and Industry.

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events well in advance - three clear months is a minimum notice - and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in Trade and Industry.

Biggest ever export drive by business equipment industry

SPURRED ON by the prospect of a record increase in the industry's exports to around the £200 million mark the Business Equipment Trade Association has organized exhibition stands under the Department of Trade and Industry's joint venture scheme in eight exhibitions covering seven different countries during 1971.

This is three more than in 1970, and is the biggest export promotion effort yet made by the industry.

The countries being visited are: Kuwait (Office Equipment Exhibition – January), Austria (International Exhibition for Office Organization – February), France (Lyon International Trade Fair – March/April), Federal Republic of Germany (Hanover Fair – April), Sweden (Stockholm Data Processing and Equipment Fair – October), Federal Republic of Germany (Cologne International Exhibition of Organization and Technique – October), United States (Business Equipment Manufacturers' Association Exposition, New York – October), and Yugoslavia (Zagreb Interbiro Exhibition – November).

In addition, the London Business Efficiency Exhibition at Olympia in October is making every effort to attract overseas buyers and dealers to what looks like being, after a two year absence and the currency change, the most successful BEE in history.

New look for Britain's largest toy fair

AN ENTIRELY new concentrated exhibition complex has been created at Harrogate for the 22nd International Toy Fair being held there from January 9-14.

The new arrangements, evolved by the Board of the Toy Fair and Harrogate Corporation, were made necessary by the withdrawal from the fair of the Grand Hotel, the former fair headquarters. Some 200 Grand Hotel exhibitors had to be housed elsewhere and a new toy fair centre created.

Britain's oldest and largest toy fair, with close on 400 exhibitors representing 1,000 British and foreign toymakers, has been virtually reborn in the spa town which has accommodated it since 1950.

27 countries represented

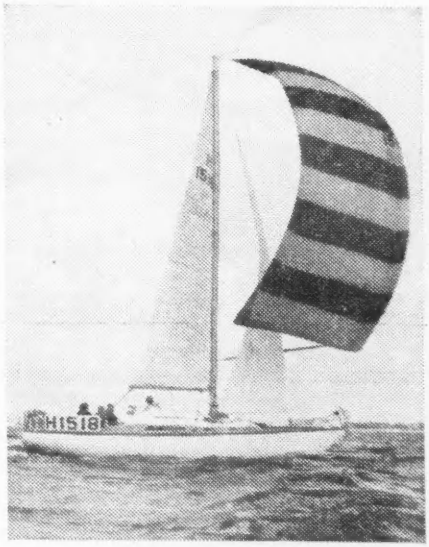
Few toy fairs in the world show toys from so many different countries. At Harrogate 26 nations beside Britain are represented: Belgium, Bulgaria, Canada, China, Czechoslovakia, Denmark, Eire, Finland, France, the Federal Republic of Germany, East Germany, Hong Kong, Hungary, India, Israel, Italy, Japan, Netherlands, Norway, Pakistan, Poland, Romania, Sweden, Switzerland, the United States and Russia.

Quarter of million toys

More than half of the toys on show are British. At least a quarter-million different toys can be seen.

The fair attracts on average 5,000 visitors, many from overseas. Orders placed at the fair, plus follow-up orders, are worth anything from £20 million upwards.

'PIONEER 10' FOR THE BOAT SHOW NEXT MONTH



Southern Ocean Shipyard Ltd., yacht builders, of Poole, Dorset, are to launch yet another new class – this time a 10-metre cruiser-racer. To be known as Pioneer 10, it will be seen for the first time in Britain afloat on the pool at the International Boat Show, which opens at Earls Court, London, on January 5. SOS will market the new class in all countries except the Common Market and Japan. Cost? Just £6,650, including working sails and full inventory.

Stationery industry on display at STATINDEX

STAGED ONLY a fortnight before D-Day, STATINDEX 71 exhibitors are expecting a last minute rush for decimal stationery and equipment. The British stationery industry's annual exhibition – STATINDEX – will be held at Olympia from February 1-5 inclusive.

'I would estimate that 80 per cent of businesses are just waiting for D-Day to happen and then see how it will affect them,' comments Mark Tollit, managing director of Tollit and Harvey Ltd., exhibiting at STATINDEX, and secretary of the City of London Retail Traders Association.

But, although exhibitors are expecting an eve-of-D-Day rush, the show will pin-point another revolution in the British way of life – the metric system.

The stationery industry is already well advanced into metrication – with the changeover not due until 1975 – with paper sizes, slide rules, writing and note pads, rulers and graph papers, tapes, artists materials, etc., all being quoted in metric sizes or measures.

Export market for foundry equipment manufacturers

BUYERS FROM all over the world will be coming to the 4th Foundry Exhibition taking place in the Bingley Hall, Birmingham, from May 18-26. They will see the latest developments in equipment designed to control and clean the dangerous gases and remove dust particles of all sizes emitted from foundries.

One company which has already established export connections in Australia, Czechoslovakia, France, Germany, Hungary, India, Italy, Jamaica, Poland, Romania, Spain, Turkey and Russia, will be looking to the exhibition to provide further contacts with overseas buyers.

Their most recent contract is valued at £180,000 for the supply and installation of high temperature filter dust collection equipment to clean exhaust gases from an open ferro silicon furnace in Norway.

INDEX INQUIRIES

Inquiries about the detailed contents of Trade and Industry *(dates on which particular articles, etc., were published) should for convenience be made to the DTI Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index.*

DTI STAND AT 'OPPORTUNITY 70'

Mrs. Ann Copeland, E Division, DTI, explaining career prospects in the NATCS to young visitors to the Department's stand at the 'Opportunity 70' exhibition held in London recently.

British Pavilion for Tel Aviv International Trade Fair (Technology '71)

THE NEXT International Fair in Israel – from June 7-17 – will be entitled 'Technology '71' and will be devoted exclusively to capital goods. A British Pavilion will be organized by the Department of Trade and Industry and BNEC Israel is now assisting in enlisting industry's support.

The exhibition will offer a first class opportunity to firms to follow up the British Engineering and Scientific Exhibition in December 1969 which produced over £3 million worth of new business.

In spite of troubled conditions in the Middle East, United Kingdom exports to Israel this year remain at almost the same level as last year's record figure of £103 million. They would be even higher were it not for the recession in the diamond trade. 'Technology '71' will provide an excellent opportunity for British industry to show its latest achievements.

The British Embassy in Tel Aviv considers that manufacturers of components for the metal working, electronic and power industries, with emphasis on industrial labour saving equipment such as numerically controlled machine tools and electronic controlled apparatus should find a particularly good market. Other related equipment including power tools, work shop equipment, welding machinery and process and quality control instruments are also in the top priority bracket.

International fairs in Israel will in future be held every year instead of bi-annually with exhibitions of capital goods and consumer goods in alternate years.

Companies interested in taking part in this Pavilion should contact Mr. J. A. Swinton as soon as possible at Fairs and Promotions Branch, Department of Trade and Industry, Room 102, Hillgate House, Tower Block, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7209).

ELB

Translation Interpreting
Printing Tuition

For years we have quietly provided the kind of language service demanded by leading companies for their international activities. To check our experience in your industry ring Simon Cave on 01-242 9276

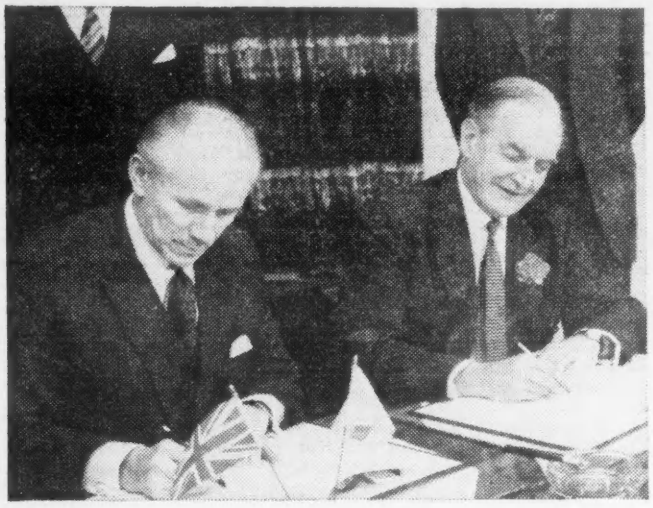
Or write for our booklet

Trade & Industrial Translation Centre Ltd., 95a Chancery Lane, London, W.C.2

An ELB Languages Group Company

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS



Mr. Olavi J. Mattila (left), Finnish Minister of Foreign Trade, and Mr. Michael Noble, British Minister for Trade, recently signed a Memorandum of Understanding on the development of co-operation between the two countries in the fields of industry, technology and applied science (see report in Trade and Industry *of December 16, page 503). Under the terms of the Memorandum a Joint Commission consisting of not more than 12 members will be established – up to six members to be appointed by each Government.*

United Kingdom aid to developing countries

GIBRALTAR

A NEW health centre in Gibraltar will be built with a grant of £92,000 provided by the Overseas Development Administration. The centre will provide facilities for out-patients and other departments now at St. Barnard's, the only general hospital in Gibraltar. It will also house other medical and health services which are at present inadequately accommodated and scattered throughout the town, and will provide a much needed pharmaceutical service for out-patients. At present approximately 30,000 prescriptions are issued to out-patients from the hospital dispensary, a practice which disrupts the efficient functioning of normal hospital services.

The centre will be built on a site to the west of Casemates Square, midway between the old section of town and the new section, now under development, which already houses one-fourth of the population of Gibraltar.

A pathology department will also be added to St. Bernard's Hospital. This new department will take up the work of the laboratory at the City Hall which was originally a public health laboratory although the bulk of its work now consists of pathological investigations for the hospital. An isolation ward is also being built at the hospital.

The cost of the pathology department and the ward will be met from a grant of £80,600 which is also being provided by the ODA. All three projects are included in Gibraltar's 1970/73 development programme and have become necessary following the rationalization of the medical and public health services in Gibraltar. Part of this rationalization required St. Bernard's Hospital to provide facilities which were formerly provided by the King George V Hospital.

Inquiries relating to this notice should be addressed to the Commercial Relations and Export Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3476) quoting reference number CRE 16154/2.

France, Germany and United Kingdom agree package sizes for solid foodstuffs

AT ITS MEETING in London on December 3 and 4, the Tripartite Committee for Standardization recommended that, in order to facilitate international trade in prepackaged solid foodstuffs for the retail trade, member countries prescribing a range of sizes, which are either mandatory or preferred, should, as far as possible, the following range:

25g 50g 125g 250g 500g 1kg 2kg 3kg 4kg 5kg

The Tripartite Committee also recommended that, at least for a transitional period, the length of which should be agreed in relation to each individual product, provision should be made for the following additional sizes: 75g 375g 750g 1·5kg.

Costa Rica and the USSR

HM EMBASSY in San Jose have reported the ratification of a commercial convention between Costa Rica and the USSR. The convention entered into effect on November 22, the date of its publication in the Costa Rican *Official Gazette*.

The USSR will endeavour to employ funds obtained from the export of machinery equipment and other Soviet goods to Costa Rica in the purchase of Costa Rican merchandise, including coffee, manufactured and semi-manufactured goods. All payments between Costa Rica and the USSR will be made in United States dollars or in other freely convertible currencies.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2290).

Czechoslovakia and USSR

IT HAS BEEN reported that a Trade Agreement between Czechoslovakia and the USSR for 1971-75 was signed in Moscow on November 5, together with a protocol for the exchange of goods during 1971.

The volume of reciprocal deliveries in the next five years will equal about 13,500 million roubles, an increase of 43 per cent compared with the trade exchange of the current five-year period. Trade in 1971 will reach almost 2,300 million roubles.

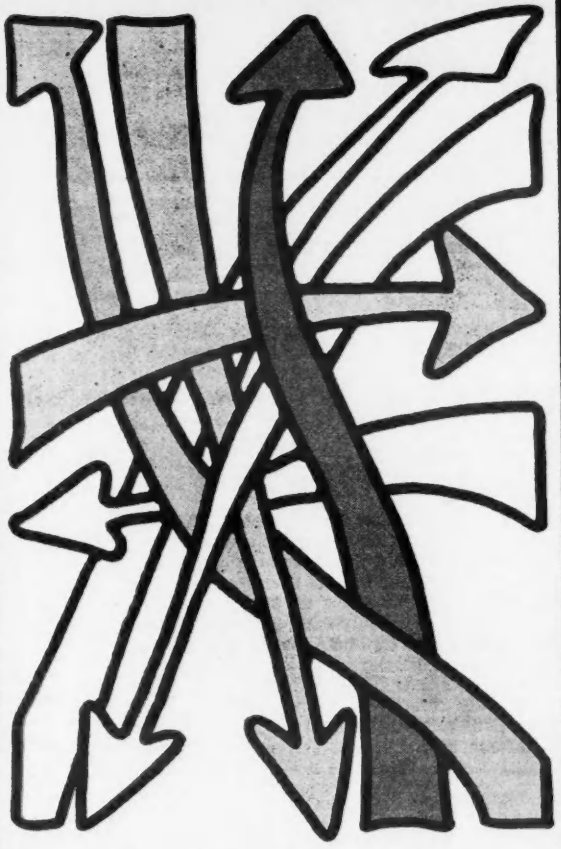
The Soviet Union will continue to be one of Czechoslovakia's

(*Continued on next page*)

ENGLISH EXPORTERS (LONDON) LTD.
70 Baker Street, London, W.1.
Telephone 01-486 4871 (7 lines) Telex: 23794 Cables: ENGLEXPORT London
WE SPECIALISE IN HANDLING EASTERN EUROPEAN RECIPROCAL BUSINESS AGAINST U.K. DELIVERIES.
WE SPECIALISE IN SWITCH, TRIANGULAR AND BARTER TRANSACTIONS OF ANY KIND.

PARKER

INTERNATIONAL



Parker International Transportation-
the right move to make!

The complete international transport service.

World wide coverage.

Personal service on all contracts and shipments – whatever the size.

PARKER
International Transportation Services Ltd

Marine Wharf, Plough Way, London S.E.16. Tel. 01-237 3535 Telex 28615

Globe Works, Globe Lane, Dukinfield, Manchester. Tel. 061-330 7421 Telex 668974

A Parker International Company

major commercial partners. As a result of the continuing division of labour between the two countries, it is planned to increase reciprocal deliveries of goods of the machine-building industry by more than 50 per cent.

In the next five years Czechoslovakia will deliver to the USSR metal-cutting machine tools, rolling equipment, chemical and oil-processing machinery, ships, trolleybuses, tramcars, communications equipment, large-diameter pipes and equipment for other branches of industry.

The Soviet Union will supply aircraft, motor cars, diesel locomotives, electronic computers, radio and television sets, and other goods.

The agreement envisages substantial Soviet deliveries of oil, coal, natural gas, iron ore, non-ferrous metals and other goods necessary for Czechoslovak industry. It also provides for the traditional deliveries of consumer goods from Czechoslovakia to the USSR.

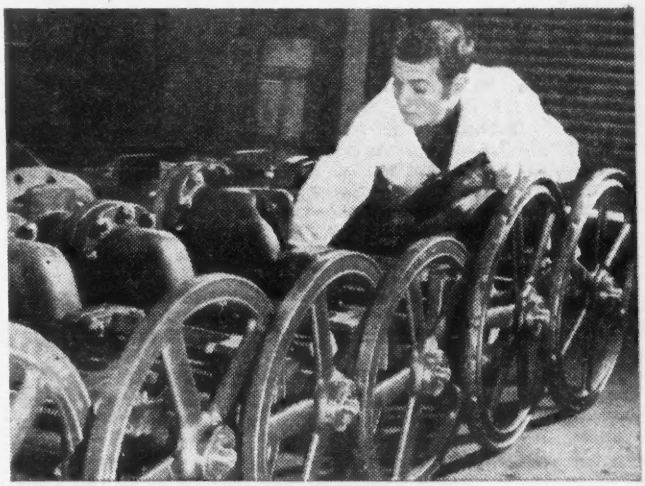
No further details are available but any inquiries about this notice from British exporters should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 467 and 482).

Iran and the USSR

ON OCTOBER 7, 1970 the Iranian Minister of Economy, Mr. Hushang Ansari, signed a 15 year Trade Agreement with the Leader of the Soviet Economic Delegation then visiting Iran, Mr. Seymon Skotchkev.

Under the Agreement, the volume of Iranian natural gas exports to Russia will be increased through the construction of a second gas pipeline, complementary to the recently completed IGAT pipeline. The Arya Mehr Steel Mill complex will be expanded to produce 4 million tons of steel a year. A series of joint exploration programmes will be undertaken, for gas in the frontier region of Sarakhs in NE Khorassan, and for oil in the Caspian Sea and the Central Province. Projects for agro-industrial and petro-chemical joint ventures are also envisaged. The Soviet Union will extend a 40 million Rouble (US $40 million) line of credit to the Industrial Mining and Development Bank of Iran to facilitate the importation of Russian capital goods by the Iranian private sector; and a separate 9 million Rouble credit to establish vocational training centres.

Inquiries about this notice should be addressed to Commercial Relations and Exports Division 4, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508), quoting Reference CRE 26643.



Ordered under the Yugoslavian Government's new Five Year Plan (1971-75), which forecasts an annual growth rate of 8 per cent, are these 10, 12 and 14 in flow control gate valves manufactured by Langley Alloys Ltd. (a member of the GHP Group) for use in a new fertilizer plant. The valves are made from Ferralium, a high strength super stainless steel which has been developed by Langley Alloys.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which is has not been possible to identify.

EUROPEAN COMMUNITIES

Imports from non-member countries

ARTICLE 115 of the Treaty of Rome provides that any member of the European Economic Community can, in cases of economic or commercial difficulties arising from the carrying out of the commercial policies of the Community, be authorized by the Commission to take protective measures.

This provision has been invoked by Member Countries to except certain products from the general rules, contained in Articles 9 and 10 of the Treaty of Rome, concerning Community treatment in the EEC for goods imported from non-member countries on further movement from the original importing Member State to another Member State.

The *Board of Trade Journal* dated August 5, 1970 (pages 297/298) contained a list of the products which, at June 15, 1970, were the exceptions to the general rules referred to above, and would not benefit from Community treatment when imported from another Member State, even though they may be accompanied by a Circulation Certificate issued under the conditions set out in the notice appearing on page 1528 of the *Board of Trade Journal* dated December 30, 1960. Details of the additions and emendments to this list since June 15, 1970 have also been published in the *Board of Trade Journal* and in *Trade and Industry*.

The EEC authorities have now issued a revised list of the products which do not benefit from Community treatment. This appeared in the *Journal Officiel des Communautés Européennes* No. C140 dated November 26, 1970 and summarizes the position at November 1, 1970.

The French text and details of the products concerned may be obtained on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

The *Journal Officiel des Communautés Européennes* No. L262 dated December 3, 1970 contains the text of **Decision No. 70/520/CEE** authorizing Italy to exclude from Community treatment frames for umbrellas (Common Customs Tariff No. 66.03 B) originating in Japan and freely circulating in the other Member States.

The French text of this Decision may also be obtained on application to the Export Data Branch at the above address.

Rules of competition

THE *Journal Officiel des Communautés Européennes* No. C144 dated December 5, 1970 contains an announcement concerning an application for clearance of an agreement between A. Raymond, of Grenoble, and the Nagoya Rubber Co. Ltd., of Nagoya, relating to the manufacture and sale of component parts for fixing, made of plastic or of plastic combined with metal, used mainly in the construction of motor vehicles (for example: rivets, screws, collars for cables etc.).

Interested third parties are invited to submit their observations within one month from December 5, 1970 under Reference IV/26.813, to the following address:

Commission des Communautés européennes,
direction générale de la concurrence,
direction 'Ententes et positions dominantes',
rue de la Loi 200,
B-1040 Bruxelles (Belgique).

Particulars of this notice may be obtained, if required, from Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354/2355).

Common fisheries policy

THE TEXT of the following Regulation which affects the fisheries sector in the EEC has been published in the *Journal Officiel des Communautés Européennes*.

The French text of the Regulation may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

FISHERIES

Regulation (CEE) No. 2455/70 fixes the common marketing standards for certain fish, fresh or frozen (*Journal Officiel* No. L264 dated December 5, 1970).

IRISH REPUBLIC

Imposition of duties

UNDER THE Imposition of Duties Act, 1957, as amended by Section 22 of the Finance Act, 1962, the Government of the Republic of Ireland have made an Order entitled 'Imposition of Duties (No. 187) Customs and Excise Duties' and Form of Tariff/Order 1970. This Order takes effect on February 15, 1971 and provides for the conversion of £ s.d. rates in the Customs and Excise Tariff to decimal form; a few minor changes are also being made in the Tariff.

The converted rates are incorporated in a new issue of the Customs and Excise Tariff, which will be in operation from January 15, 1971, and is now on sale.

Further information is obtainable from the Revenue Commissioners or from any Custom House. Copies of both the Order and the Tariff may be purchased from the Government Publication Sale

IRISH REPUBLIC, *continued*

Office, GPO Arcade, Dublin, 1, or through any bookseller. The prices will be 3s. and 12s. 6d. respectively. Postage 1s. 3d. extra for the Order and 4s. for the Tariff.

Import quotas

ORDERS HAVE been made by the Irish Republic Government appointing the following import quotas.

Commodity	Quota Period	Quota
Miscellaneous textiles	January 1, 1971 to December 31, 1971	A quantity of goods equal in value to £100,000
Miscellaneous textile piece-goods	January 1, 1971 to December 31, 1971	12,000,000 square yards

These quotas apply only to miscellaneous textiles and miscellaneous textile piece-goods originating in certain Eastern European and Asian countries.

Inquiries from British exporters may be made to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 466/467).

Declarations to be given by importers

WITH EACH Customs entry for goods imported into the Irish Republic which are liable to *ad valorem* duty or tax, a declaration by the importer on Form Customs and Excise Nos. 563, 463A or 464 will normally be required.

Declarations will not as a rule be required to be produced with:

(a) entries for consignments not exceeding £250 in value, or

(b) entries on which no duty or tax is payable, where exemption from duty (under licence or otherwise) or from tax is not dependent on value.

Inquiries from British exporters may be made to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 467).

BELGIUM

Price control legislation

THE FOLLOWING temporary changes have been made in Belgian Price Control Regulations as part of the transitional measures covering the introduction of Added Value Tax (TVA) on January 7, 1971. A note on the Belgian system of price control is available from the Department of Trade and Industry, and requests for copies should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2295).

(I) The selling prices (excluding TVA) of producers, importers and distributors of goods and services must be reduced as from January 1, 1971 by an amount equal to the amount of turnover tax incorporated in the price before that date. In applying this the following special provision applies to distributors. When a distributor's purchasing price (excluding TVA) after January 1, 1971 is lower than the price paid before that date, the distributor may in calculating his new selling price add the same gross margin in absolute terms less 2 per cent as under the old price structure. The 2 per cent reduction is to allow for the element of turnover tax in his margin. The foregoing applies both to those goods and services which are subject to maximum price regimes or regulated margins as well as all other goods and services for which advance notification of price increases is required.

(II) Hitherto all price increases for goods and services not subject to maximum price regimes or regulated margins have in theory had to be notified to the Ministry of Economic Affairs 30 days before entering into effect. The Ministry had the power to block proposed increases for two further periods of 15 days each to allow for further investigation of the proposed increases. As from the date of entry into force of the new transitional provisions (November 10, 1970) and until March 31, 1971, three months notice must be given for all price increases and there is provision for a prolongation of this period by one further period of two months. The three months' notice applies also to notifications which were lodged with the Ministry of Economic Affairs before November 10 and for which the 30 day period of notice had not expired by November 10.

(III) Importers who, after January 1, 1971, propose to increase their selling prices (excluding TVA) above the level of their selling prices applicable before that date (less turnover tax, majoration and the element of turnover tax incorporated in the importers' margin) must notify their price change to the Ministry of Economic Affairs and are subject to the three months' delay referred to above. The effect of this is that in cases where the change to TVA results in a lower element of tax in the selling price the importer must reduce his selling price by the full amount of the tax change in order to escape of the three months' period of notice.

The text of the regulations can be seen (in French) at Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 288, 7175).

GREECE

Import of live cattle (permitted)

THE GREEK Ministry of Agriculture has authorized the import of live cattle from Britain. All consignments must be covered by a valid British health certificate.

Inquiries from British exporters should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

SPAIN

Duty-free import quota: coking coal

NOTICE WAS given in the *Board of Trade Journal* dated January 14 (page 126) and September 2 (page 509) of a Spanish duty-free import quota for coking coal (tariff heading 27.01 A) valid until Decem-

FOR FAST OVERLAND SERVICE Containers, Low Loaders, Tilt and Refrigerated T.I.R. Trailers.
Groupage & full load to and from **ENGLAND, HOLLAND, GERMANY, SCANDINAVIA**
TURKEY, GREECE, BULGARIA, YUGOSLAVIA, ROMANIA, IRAN, IRAQ, KUWAIT, JORDAN, BAHREIN, ABU DHABI, DUBAI, SHARJA, DOHA, JEDDAH, RIYADH, DAMMAM, DHAHRAN, ALKHOBAR, AFGHANISTAN, PAKISTAN.
ECONOMICAL RATES: Sea to Istanbul or Iskenderun. Hence by road or rail to Middle East destinations.
Also road to Istanbul hence by air to:-
ABU DHABI, DUBAI, BAHREIN, KUWAIT, DAHRAN, DOHA, JEDDAH, RIYADH, AMMAN, DAMASCUS, KABUL, KARACHI.
TOPKAPI **T.T.T.**
LONDON ..... GILLIES ST., N.W.5. Tel.: 01-267 3221. Telex 267 717.
ROTTERDAM ..... 2 EENDRACHTSWEG 65. P.O. Box 1322. Tel. 11 28 55. Telex 21365.
8 MUNCHEN 75 ..... THALKIRCHNER STR. 124. Tel. 77 60 93.
2 HAMBURG 39 ..... BELLEVUE 56. P.O. Box 390 328. Tel. 27 92 055. Telex 21 57 22.
ISTANBUL ..... KARAKÖY. RIHTIM CAD 209. Tel. 44 66 24. 44 66 33.
ISKEMDERUM ..... TEMMUZ. CAD 21. Tel. 2378 2478.
WAREHOUSING & CONTAINER DEPOT ALSO AT YOUR SERVICE

ber 31, 1970. A further increase of 285,000 tons has been announced in the Spanish *State Gazette* of December 8.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460, 462).

FINLAND

Restrictions on the use of import credits

AMENDMENT to the notice published on page 510 in *Trade and Industry* of December 16: delete: Chapter 45 and insert Chapter 46.

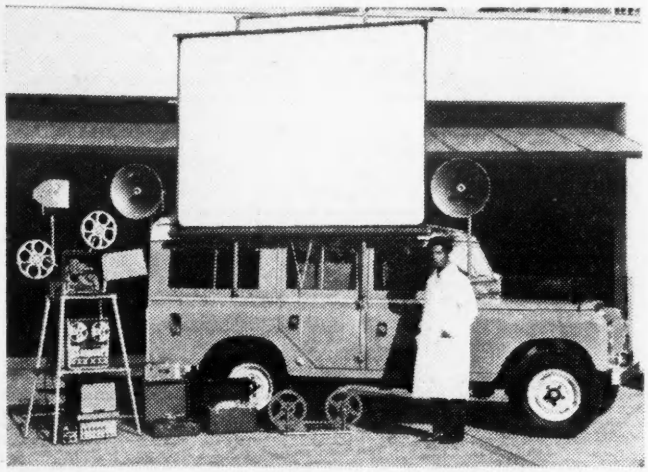
ISRAEL

Order concerning boot polish

THE ISRAELI Ministry of Commerce and Industry has issued an Order concerning the packaging and marking of containers of semi-sold boot polish.

Amongst other requirements, the Order states that certain markings shall either be in Hebrew, though a translation into a foreign language is permissible, or if in a foreigh language, the required particulars must also be indicated in Hebrew.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).



What is thought to be the largest export contract ever placed for mobile cinemas has been won by Cintec Ltd., London, who are supplying 180 Cineroma units to the Government of the Democratic Republic of Congo for information and educational purposes. The contract is worth £750,00. The Cineroma mobile cinema is a conversion of the Land-Rover 109in. station wagon and is equipped for showing films, slides and filmstrips on an 8ft. x 6ft. screen in the remotest locations. Also included is a tape recorder and public address equipment.

P & D
Overseas Newspapers and Periodicals
IN STOCK NOW:—
DIRECTORY OF ISRAELI
MANUFACTURERS, IMPORTERS, EXPORTERS, ETC.
1970 Edn.
Price: £2.10.0d. plus post
DIRECTORIES, WHO'S WHO PRESS GUIDES & YEAR BOOK
30/- plus Post 2/-
We can also handle your Overseas Advertising in 137 countries through our 80 agents. Write for details of our service representing publishers for 18 years.
PUBLISHING & DISTRIBUTING CO. LTD.,
MITRE HOUSE, 177 REGENT STREET, LONDON, W.1.
Tel.: REGent 6534/5 Telex 21206 PUBDISCO

THE PEOPLE'S DEMOCRATIC REPUBLIC OF YEMEN

(Formerly the People's Republic of Southern Yemen)

Customs tariff changes

THE GOVERNMENT of the People's Democratic Republic of Yemen have announced the imposition of the following customs duties with effect from December 8 at the following rates:

Foodstuffs 3-5 per cent, textiles 10-15 per cent, agricultural equipment 15 per cent., radios, cameras, watches, etc. 25-30 per cent.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420, 475).

MALAWI

Customs tariff amendments

MALAWI GOVERNMENT NOTICES Nos. 240, 241, 242 and 243, amend the Customs Tariff in Part III – Customs duties, with effect from November 20, to the following extent:

Government Notice No. 240

(a) By the deletion of '19.07' where it appears in Note 1 to Chapter 18 and the substitution therefor of '19.08';

(b) by the deletion of all the material in column 2 in respect of heading 19.07 and the substitution therefor of the following:

'Bread, ships' biscuits and other ordinary bakers' wares, not containing added sugar, honey, eggs, fats, cheese or fruit';

(c) by the deletion of Note 1 (a) to Chapter 32 and the substitution therefor of the following:

'(a) Separate chemically defined elements and compounds (except those falling within heading 32.04 or 32.05, inorganic products of a kind used as luminophores (heading 32.07), and also dyes or other colouring matter in forms or packings of a kind sold by retail falling within heading 32.09)';

(d) by the deletion of all the material in column 2 which appears immediately above subheading 32.09.01 and the substitution therefor of the following:

'Varnishes and lacquers; distempers; prepared water pigments of the kind used for finishing leather; paints and enamels; pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media; stamping foils; dyes or other colouring matter in forms of packings of a kind sold by retail';

(e) by the deletion of all the material in column 2 in respect of heading 44.21 and the substitution therefor of the following:

'Complete wooden packing cases, boxes, crates, drums and similar packings, assembled, unassembled or partly assembled';

(f) by the deletion of all the material in column 2 which appears immediately above subheading 73.38.01 and the substitution therefor of the following:

'Articles of a kind commonly used for domestic purposes, sanitary ware for indoor use, and parts of such articles and ware, of iron or steel';

(g) by the deletion of all the material in column 2 which appears immediately above subheading 74.18.01 and the substitution therefor of the following:

'Other articles of a kind commonly used for domestic purposes, sanitary ware for indoor use, and parts of such articles and ware, of copper';

(h) by the deletion of all the material in column 2 which appears immediately above subheading 76.15.01 and the substitution therefor of the following:

'Articles of a kind commonly used for domestic purposes, sanitary ware for indoor use, and parts of such articles and ware, of aluminium';

(i) by the deletion of '(b) Metallic carbides;' where it appears in Note 1 to Chapter 82 and the substitution therefor of '(b) Metal carbides;' and

(j) by the insertion of the word 'imported' immediately after the words 'trade notices' in Note 8 to Chapter 49.

Government Notice No. 241

By the deletion of all the material in columns 4 to 6 inclusive in

(*Continued on next page*)

NEW ZEALAND

The future unfolds

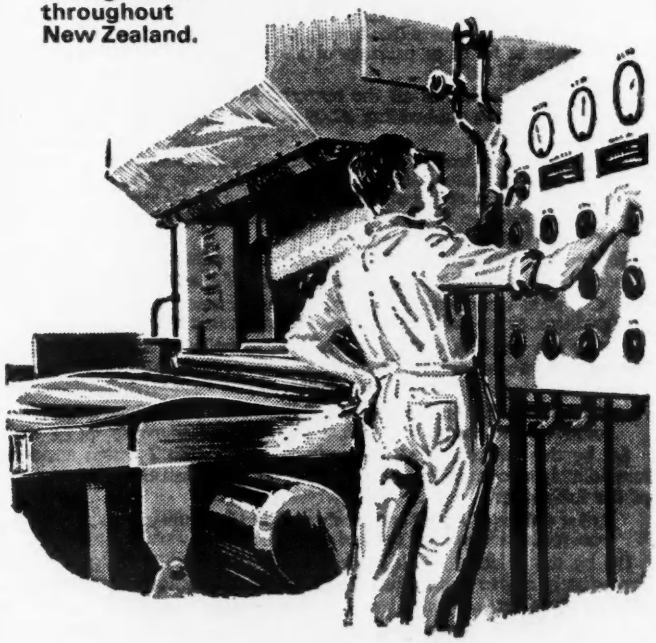
"The most imaginative industrial project yet . . . substantial contribution to overseas earnings forecast . . ."

The excitement is about the aluminium smelter now under construction at Bluff, in the extreme south of the South Island.

The smelter is being developed by an international consortium and will be the largest in the Southern Hemisphere. It will process Australian alumina for world markets. Moreover, its establishment will certainly lead to the development of many subsidiary industries.

New Zealand is a developing market, future assured; and we are there as the future unfolds, ready to help you too. Why not study a copy of the latest edition of our "Review of the Economic Situation in New Zealand" or our booklet "Investing in New Zealand"? They are yours for the asking.

Over 200 branches and agencies throughout New Zealand.



The National Bank OF NEW ZEALAND LIMITED

Our London address: 8 Moorgate, EC2R 6DB. Telephone: 01-606 8311.

MALAWI, *continued*

respect of subheading 44.15.01 and the substitution therefor of the following:

4	5	6
5 per cent	Free	Free

Government Notice No. 242

Notice under heading 100.15 of the Customs Tariff, the Minister of Finance defines the construction of new hotels or similar tourist accommodation, or the major improvements or additions to existing hotels or accommodation to be undertakings of national importance, approves for the purposes of the said heading 100.15, the importation or removal from bond of goods coming within any of the descriptions set out below, for use in any such undertaking, subject to his prior detailed approval of the individual undertaking and a list of the goods to be imported or removed from bond:

Laundry machinery and equipment.

Government Notice No. 243

By the deletion of all the material in columns 1 to 6 inclusive in respect of subheading 70.20.30 and the substitution therefor of the following:

1	2	3	4	5	6
70.20.03	Mosquito gauze or screening	—	Free	Free	Free
70.20.90	Other	—	30%	30%	20%

Government Notice No. 244

Suspension of duties – amends the Sixth Schedule to the Customs and Excise Regulations in Part I – Suspension of Customs Duties, with effect from November 20, by the addition of the following item:

1	2	3	4	5	6
ex 100.16	Tea chest components for use in the tea industry	—	Free	Free	Free

(Britain pays the Column 6 rate of duty)

Inquiries relating to this notice should be addressed to the Department of Trade and Industry, Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London EC4M 7HU (Tel. 01-248 5757, Exts. 471/2/3).

REPUBLIC OF SOUTH AFRICA

Customs tariff change

SOUTH AFRICAN *Government Gazette* notice No. R. 2125, dated December 4, increases the duty on citrus juices from free to 25 per cent (general) and 20 per cent m.f.n.

Inquiries should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 471/2/3).

ZAMBIA

Customs tariff changes

THE NEW Zambian Customs and Excise Tariff has been published and becomes effective as from January 1, 1971.

The new schedules convert the previous tariff from the Imperial system to the metric system of weights and measures.

Copies of the new tariff may be inspected at Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471, 472, 473).

THAILAND

Import licences

THE GOVERNMENT of Thailand has announced that import licences are required for the import of the following items:

(1) Kraft paper and corrugated kraft paper (with or without flat surface sheets), the weight of which is 60 to 275 grams per sq. m.

(2) Empty corrugated paperboard boxes and paper bags.

Inquiries from British exporters about this notice should be

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance. Box No. 10/-
Orders for advertisements should be addressed to **HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**
Replies to Box Numbers should be addressed to **Box No.—Board of Trade Journal, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

WANTED FOR CASH—Surplus Stocks of Ladies' and Children's Wear and FANCY GOODS. — Please contact UNITEX GROUP, 35 Bloomsbury Way, London, W.C.1. Telephone 405 5564, Mr. Viner.

TYRES OF ALL DESCRIPTIONS wanted and for sale. Large quantities of casings, etc., groovers and runners always available. Giants, passengers and aircraft. Douglas L. Charlett (Tyres) Ltd., 81/9 Cassington Road, Yarnton, Oxford, OX5 1QB. Kidlington 3017.

EXPERIENCED EXPORT / IMPORT AGENTS, desirous of developing UK/Portugal trade in both directions, invite inquiries from interested merchants. Amazon Export Company, Cunard Building, Liverpool L3 1EA. Tel. 051-236 9181. Telex: 627224.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for remoulding, scrap tyres for industrial purposes expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

THE METAL PERFORATORS J. & F. POOL LTD. invite perforating inquiries from industry.—J. & F. Pool Ltd., Hayle, Cornwall. Tel Hayle 3571 (6 lines). Telex 45286.

THAILAND, *continued*

addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401, 468, 469).

Business tax on animals for breeding

THE GOVERNMENT of Thailand has announced that animals imported into Thailand for breeding purposes will no longer be subject to a business tax.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401, 468, 469).

Customs tariff

THE GOVERNMENT of Thailand has announced a further amendment to the Customs Tariff. With effect from November 16 the rate of duty on calcium carbide, Item 28.56 on the Thai tariff code, will stand at 20 per cent.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401, 468, 469).

AUSTRALIA

Simplification of the Australian customs tariff

A NOTICE was published in the *Board of Trade Journal* of July 29 giving details of the Simplification of the Australian Customs Tariff.

A draft of chapter 85 (Electrical machinery and equipment) was released on December 15 and any objections should be made to the Australian authorities by January 29, 1971.

Inquiries about this notice or requests for copies of draft chapter 85 should be addressed to the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2318/2319), quoting reference No. 30848.

A NOTICE was published in the *Board of Trade Journal* on July 29, giving details of the simplification of the Australian Customs Tariff.

A draft of revised chapter 84 (boilers, machinery and mechanical appliances) was released on December 11 and any objections should be made to the Australian authorities by January 29, 1971.

Inquiries about this notice or requests for copies of draft chapter 84 should be addressed to the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2318, 2319), quoting Reference No. 30848.

NEW ZEALAND

Emergency Protection Authority report

COPIES OF the following New Zealand Emergency Protection Authority report have been received and are available for the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321):

Tariff Item	Description
51.01.42	Yarn of polyester.
39.02.67	Polymerized and copolymerized film – non pliable
39.02.69	Pliable

ST LUCIA

Customs tariff exemptions

THE DEPARTMENT of Trade and Industry has received a copy of an order which lists items to be exempt from customs duty in St. Lucia for a period of three years with effect from July 6, 1970. The items concerned are:

Crawler-caterpillar-dozers
Crawler-caterpillar-front end loaders
Wheeled loaders
Cranes-wheeled mobile or long mounted and tracked
Excavators on tracks or wheels with ancillary attachment, e.g. dragline, shovel, hoe, cranes, grab and pile driver
Graders
Road rollers
Road making equipment-hot mix units, pavers, spreaders, distributors, stabilizers
Pneumatic tools
Compressors for pneumatic tools to be used only in road construction
Transporters-prime movers (towing trailer).

Inquiries about the above notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.1;* 134 *Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 35 *Smallbrook, Ringway, Birmingham* 5; 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1, 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

GAMLEN CHEMICAL CO. (UK) LTD.

FUEL OIL ADDITIVES
LIQUID AND POWDERED DEGREASANTS
ELECTRICAL CLEANING SOLVENTS
DESCALING LIQUIDS AND COMPOUNDS
WATER TREATMENT CHEMICALS ETC.

WALLINGFORD ROAD,
UXBRIDGE, MIDDX. Tel. Uxbridge 32412
BRANCHES THROUGHOUT THE U.K.

TEESDALE TOOLS LTD.

DESIGNERS & MANUFACTURERS
OF PRECISION ENGINEERING
TOOLS & EQUIPMENT

A specialist service to airlines for all engine overhaul tools

192 OVERNDALE ROAD, DOWNEND,
BRISTOL BS16 2RJ
Telephone 654283

S.O.S.

Don't be lost for words on the export market.

We are here, with our panel of specialist linguists in all languages, to help you broaden your export field.

TRANSLATING, INTERPRETING
DESIGN + PRINTING
LANGUAGE CONSULTATION
OF ANY KIND.

It is S.O.S. for

Spanimex Overseas Secretariat Limited

Town Hall Chambers,
32-34 Borough High Street
London S.E.1.
Telephone: 01-407 2141 and 1714

'ARDUA' Brushes

WHOLESALE & EXPORT
SPECIALISTS in BRUSHWARE FOR INDUSTRY
Boiler TUBE BRUSHES, ETC.
SCRATCH, ROTARY

William Turner & Co. (Brushes) Ltd.
(Est. 1890)

Boxmoor Works, 23 Kingsland Road,
Hemel Hempstead, Herts
Hemel Hempstead 51782

To advertise in
Trade and Industry
Incorporating the Board of Trade Journal
telephone
01-248 9876
extn. 6147/8
rate card from
HMSO
(P3) Room D92,
Atlantic House,
Holborn Viaduct,
London, EC1P 1BN

NETHERLANDS ANTILLES

Customs tariff

A NEW import tariff, effective from November 1, has been introduced in the Netherlands Antilles. In the new tariff, rates of duties have been changed on some goods and preferences are granted to certain EEC goods.

A copy of the new tariff is not yet available in our Export Data Branch. However, since some information can be provided about the particular headings affected by the alterations in the tariff, all inquiries regarding this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 7175/288).

UNITED STATES

Motor vehicle safety standards

Tyre identification and record keeping

NOTICE OF proposed amendments to methods of tyre identification and record keeping was published in *Trade and Industry* on December 9 and *Export Intelligence* on November 11 effective from May 1, 1971 for tyres manufactured after that date.

The United States National Highway Safety Bureau has since decided to extend the application of the proposed amendments to those tyres sold after May 1, 1971 but manufactured before that date.

Interested persons may submit written comments to the Bureau not later than January 8, 1971.

British exporters may obtain further details about this notice from the United States Section, Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Reference FR 4.12.70.

Fair Packaging and Labelling Act: —cellulose sponges

A NOTICE was published in *Trade and Industry* on November 4 and *Export Intelligence* on November 5 exempting irregular cut cellulose sponges from certain of the requirements of the Fair Packaging and Labelling Act.

After consideration of comments received the Federal Trade Commission has concluded that the proposed exemption should be adopted with effect from January 4, 1971.

British exporters may obtain further details about this notice from the Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455, 456, 457). Reference FR 5.12.70, date.

EXPORT HANDBOOKS

The Department of Trade and Industry has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), DTI, 1 Victoria Street, London, S.W.1.

Registered as a Newspaper. Published by Her Majesty's Stationery Office Atlantic House, Holborn Viaduct, London, E.C.1, for the Department of Trade and Industry, 1 Victoria Street, London, S.W.1. Printed in England by Merritt & Hatcher Ltd., London. (K102) SBN 11 720455 2

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

EXPORT?

Mark M. Cansick M.S.M.A

My organization, if appointed your export managers, will do all the work, suffer all the headaches and carry the financial responsibility. If you are interested let us have a talk together. We offer a COMPLETE EXPORT SERVICE to manufacturers without their own Export Department.
Export Managers for: "BURGESS" Silencers; "HERMETITE" Jointing Compounds; "COPYDEX" Textile Adhesive; "STEDIWELD" Arc Welders; "WINGARD" Auto Accessories; "WHITTLE" Link Belting.

Mark Cansick & Company
EXPORT MERCHANTS & SPECIALIST EXPORT MANAGERS
44 HIGHGATE HIGH STREET, LONDON N.6
Telephone: Mountview 0094/5. Cables: Cansico, London Telex No. 261381

Are your products acceptable
OVERSEAS?
Do they satisfy the buyers requirements?
HAVE AN INDEPENDENT CHECK
Consult
Yarsley Testing Laboratories Limited
The Street, Ashtead, Surrey
Ashtead 76391/6

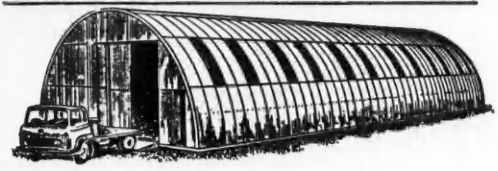
The Stylo
PLASTICS & ENGRAVING CO. LTD.
NAMEPLATE MANUFACTURERS
MACHINE & CHEMICAL ENGRAVERS
Telephone PEN 3065/6
WHIT LANE, PENDLETON, SALFORD, 6

CUNNINGTON AND COOPER LTD
ENGINEERS, SHEET METAL FABRICATORS
WALL HALL MILL, DOBCROSS, Nr. OLDHAM
Telephone: Saddleworth 3111/2/3 and 3475
Engineers and Fabricators to Aircraft, Asbestos, Bakery, Building, Carbon Fibre, Catering, Chemical, Dairy, Electrical, Electronic, Food, Glass Fibre, Nuclear Energy, Petrochemicals, Plastics, Refrigeration, Rubber, Textile, Tobacco Industries and many others.

E. W. Kendall & Co. Ltd.
FOR
CARBIDE TIPPED CIRCULAR SAW BLADES
MACHINE KNIVES
AND
ROUTER CUTTERS FOR ALL TRADES
write or telephone 212-214 Ravenscroft Road, Beckenham, Kent. Telephone: 01-778 3957/4353

We are unequalled for our Quality • Service • Technology in
PLATING ON PLASTICS
King & Fowler FINISHES LTD
Jamaica Street, Liverpool L1 0AQ
Telephone: 051-709 8411
Ask about our progress on Polypropylene

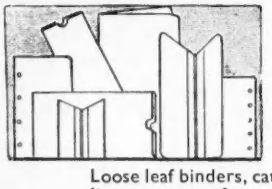
LOW COST BIG COVER SUPER ROMNEY



BRAND NEW ALL STEEL BUILDINGS
35ft. span, 17ft. 6in. high to centre. Any length in multiples of 8ft. Large sliding doors 13ft. high x 10ft. 8in. wide. Separate access doors. As supplied to Contractors, Port Authorities, Government Departments, etc.
Also Nissen Type Buildings 16ft., 24ft. and 30ft. span. Any length in multiples of 6ft.

NAYLOR BUILDINGS
Romney House
Wolverhampton Street
Darlaston Staffs
Telephone No. 021 526 3851

Sheet Metal
PRESSWORK
A Battery of Power Presses from 5 tons to 400 tons at your service
Bird, Stevens & Co. Ltd.
Quarry Bank, Staffs.
Telephone HEAD OFFICE CRADLEY HEATH 67381, (STD 0384) or LONDON OFFICE (01-407 7519) or MANCHESTER OFFICE (061-428 7254)



PVC Wallets and Containers
Loose leaf binders, catalogues and price list covers, conference wallets, swatch covers, salesman's albums, document cases, pocket wallets, cheque book covers, travel document folders, transparent pockets etc.
Academy Plastics Ltd
25-29 Roundwood Rd., London, N.W.10
Telephone: 01-459 5277

General sheet metal workers, metal polishers to the trade
Cutting capacity 10' × 1/4"
Brake Press 10' × 1/8"
Leslie T. Clark
(Stainless Steel Fabrications) Ltd.
Fresh Wharf, Highbridge Road, Barking, Essex,
Telephone: 01-594 5666-7 8
Member of the Stainless Steel Fabricators Association.

Skerne Engineering
Precision specialists in roll-formed sections, press brake sections, panel work and pressings.
Skerne Engineering Co. Ltd.
P.O. Box No. 16, Albert Hill, Darlington, Co. Durham. Tel. Darlington 69146
Telegrams: Skerne Darlington.
A member of the Aurora Group of Companies

It's surprising that a firm from these damp islands should be a world leader in irrigation systems. To find out why, we went to Hampshire to talk to Mr W.T.A.R. (above left), chairman and managing Director of a company which is aiming to sell £4½ million-worth of irrigation equipment this year – over 90% of it in countries overseas.

Interviewer: How did you first get into irrigation?

W.T.A.R: Our founder started in 1953 at the farm we had down the road, making sprinklers for our own use. This New Forest soil does need watering, and the equipment available at that time wasn't much good. We developed our own range of equipment and began selling to other farmers, and since then we've never stopped expanding.

When did exporting come into the picture?

W.T.A.R: Almost straight away, in 1954. We saw the potential overseas, and were soon operating in Africa, carving out the bush and turning it into sugar cane.

You do more than just make and ship the equipment?

W.T.A.R: We plan the system, make it, and organise its installation. Our first really big contract was in Mozambique for sugar. We planned the complete project which included building canals, and made and installed all the equipment – pumps, pipes, sprinkler heads, couplings. These are our turnkey projects. All the customer has to do is switch on, and with a bit of luck it works. We've helped improve coffee yields in Kenya, reclaimed the desert in Tunisia and started sugar growing where none grew before in Malawi.

Have you gone beyond Africa now?

W.T.A.R: All over the world. Our biggest outlets so far have been for general crops in the Caribbean. One project alone called for 825 pumps and 1,700 miles of tube. But apart from the turnkey jobs we have a big general trade – smaller orders for individual farmers. Our best markets for these are in Northern Europe: Holland, Denmark, Finland, Sweden and we've subsidiary companies in France, Spain and South Africa.

Very impressive build-up: has ECGD helped you do it?

W.T.A.R: We couldn't operate overseas without ECGD. We'd have a job to finance turnkey projects through the banks without ECGD long-term financial guarantees. Then there are political risks in some markets: ECGD cover us against not getting paid because of upheavals we couldn't anticipate. And the cover against default is very important to us. If ECGD will give cover, you're on a safe bet. If ECGD argue, you need to have another look at what you're doing.

All in all, you've done very well?

W.T.A.R: We were up to £1 million in 1965. We should do £4½ million in 1970.

And by 1975?

W.T.A.R: We shall keep on expanding.

ECGD is the Government Department which insures exporters against loss through default, insolvency, transfer and other risks – and can also help you to reduce the cost of export finance. They can cut your risks – and leave you free to get on with the job of export selling. Contact your local ECGD Manager this week.

CITY OF LONDON: 01-488 3491
LONDON WEST END: 01-437 2292
NORTH LONDON: 01-405 8991
SOUTH LONDON: 01-407 5011
BEDFORD: 0234 58798/9
BELFAST: 0232 29428
BIRMINGHAM: 021-454 4375
BRADFORD: 0274 25147
BRISTOL: 0272 22102
CARDIFF: 0222 26657
CRAWLEY: 0293 23444
EDINBURGH: 031-225 3004
GLASGOW: 041-221 3056
LEEDS: 0532 30082
LIVERPOOL: 051-236 5756
MANCHESTER: 061-236 8861
NEWCASTLE-UPON-TYNE: 0632 814214/5
NOTTINGHAM: 0602 46585
READING: 0734 580577
SHEFFIELD: 0742 29151
Head Office: ALDERMANBURY HOUSE, ALDERMANBURY LONDON, EC2. TELEPHONE: 01-606 6699

Export with an easy mind

ECGD

EXPORT CREDITS GUARANTEE DEPARTMENT

CRC 107